

The Corcoran Report

3Q | 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.

Water Mill | \$32.5M | WEB# 924347

South Fork

The South Fork reported 413 single-family home sales in Third Quarter 2025, up 6% annually. This was the fourth consecutive annual increase in closings, the longest positive trend since 2021.

Compared to a year ago, sales were lower in five submarkets, level in four submarkets, and higher in five submarkets. Southampton Village had the largest annual gain of 173%, with reported sales nearly tripling to 30 closings from 11 last year. Quogue had the most significant percentage drop, down 47% versus last year's three-year high.

Annual increases in sales and average price pushed dollar volume up 12% to \$1.398B. On an annual basis, six submarkets reported growth in volume, while eight reported decreases. Southampton Village saw the largest percentage gain, boosted by seven sales over \$10M compared to none a year ago. As with the number of closings, Quogue had the steepest drop in dollar volume, down 31% year-over-year.

While median price fell 3% annually, it was still at its second-highest figure on record. Quogue had the most notable increase, up 129% to \$6.069M due to a larger share of sales over \$4M. Bridgehampton/Sagaponack had the largest percentage drop of the South Fork, down 43% due to a greater market share of sales below \$4M than a year ago.

Single Family

Sales

413

+6% YEAR OVER YEAR

Average Sales Price

\$3.384M

+6% YEAR OVER YEAR

Sales Volume

\$1.398B

+12% YEAR OVER YEAR

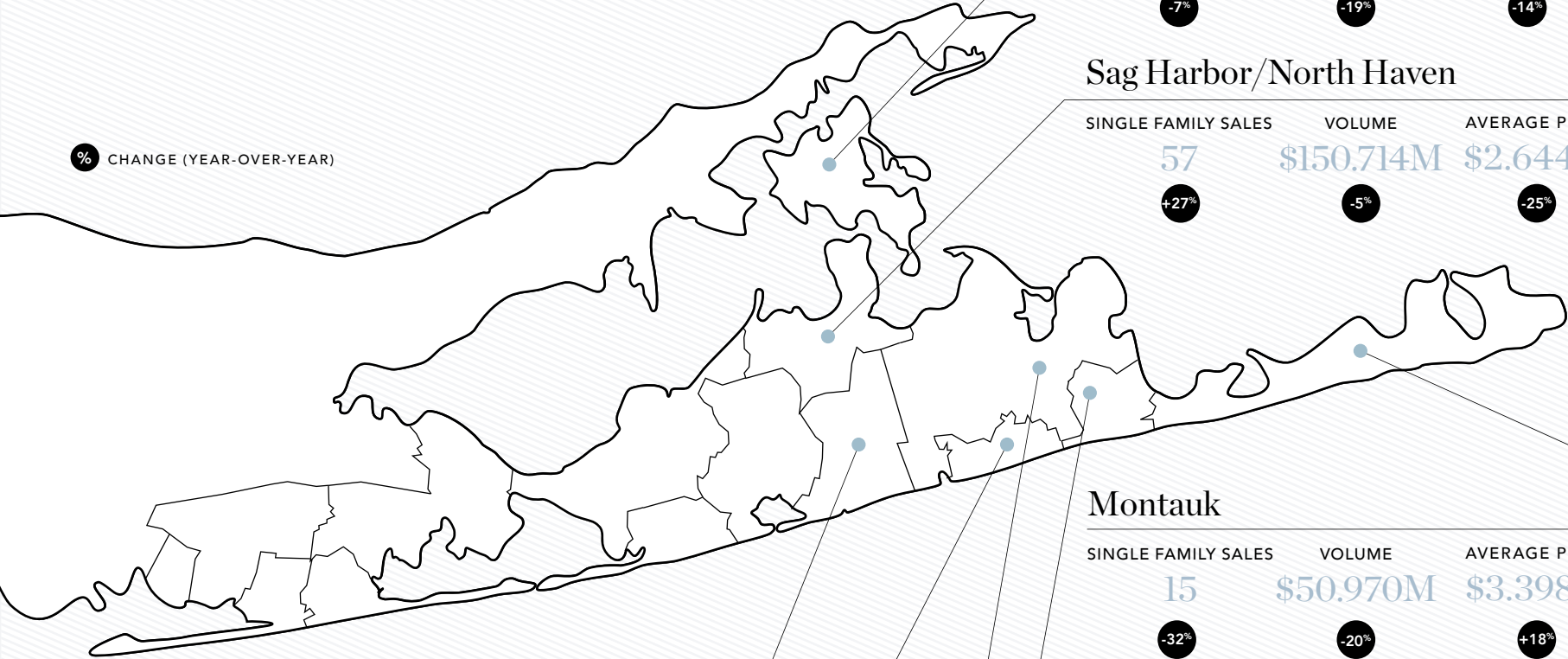
Median Sales Price

\$2.100M

-3% YEAR OVER YEAR

Neighborhoods South Fork

% CHANGE (YEAR-OVER-YEAR)



Shelter Island

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
14	\$31.166M	\$2.226M	\$1.630M
-7%	-19%	-14%	-16%

Sag Harbor/North Haven

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
57	\$150.714M	\$2.644M	\$2.300M
+27%	-5%	-25%	-15%

Montauk

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
15	\$50.970M	\$3.398M	\$2.000M
-32%	-20%	+18%	+4%

Amagansett

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
8	\$45.150M	\$5.644M	\$4.675M
0%	-5%	-5%	-6%

Bridgehampton/Sagaponack

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
30	\$178.350M	\$5.945M	\$4.825M
+131%	+44%	-37%	-43%

East Hampton Village

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
14	\$88.174M	\$6.298M	\$4.150M
0%	+21%	+21%	+4%

East Hampton

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
66	\$170.095M	\$2.577M	\$1.885M
-13%	-26%	-15%	-14%

Neighborhoods South Fork (cont'd)

% CHANGE (YEAR-OVER-YEAR)

Water Mill

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
13	\$102.714M	\$7.901M	\$5.850M
0%	+56%	+56%	+3%

Southampton

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
50	\$122.602M	\$2.452M	\$1.863M
-9%	-20%	-12%	-10%

Southampton Village

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
30	\$216.975M	\$7.232M	\$4.300M
+173%	+424%	+92%	+13%

East Quogue/Hampton Bays

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
65	\$76.467M	\$1.176M	\$989K
+3%	-12%	-15%	+6%

Quogue

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
10	\$59.095M	\$5.910M	\$6.069M
-47%	-31%	+30%	+129%

Westhampton Beach

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
20	\$61.825M	\$3.091M	\$2.364M
0%	+15%	+15%	+13%

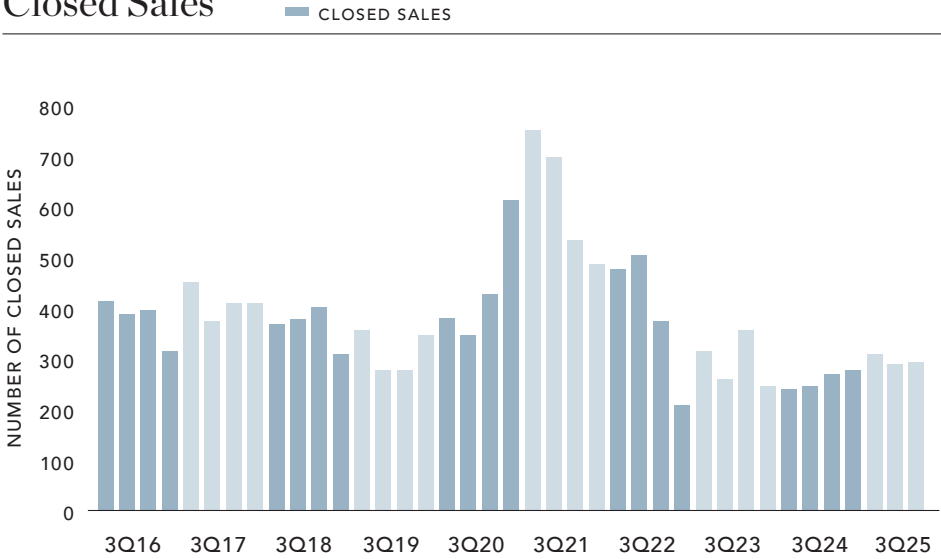
Westhampton/Remsenburg

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
21	\$43.337M	\$2.064M	\$1.550M
+40%	+93%	+38%	+20%

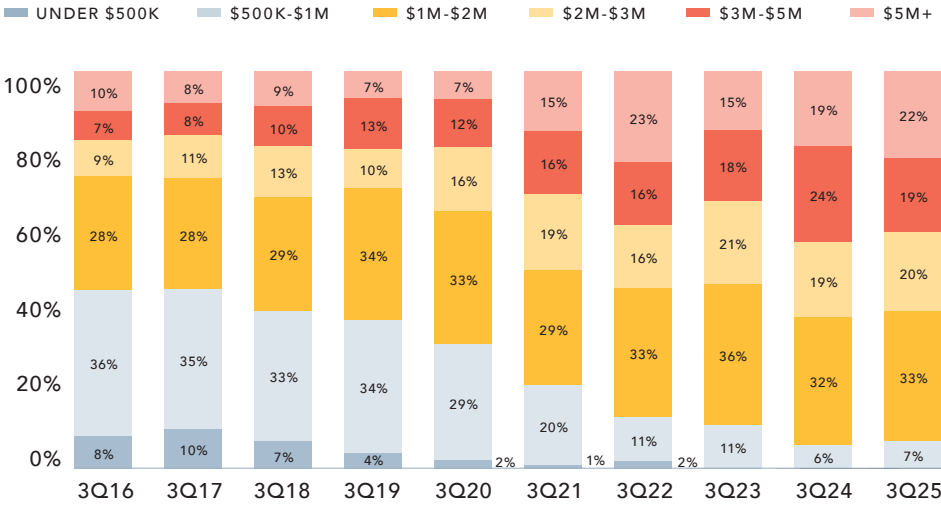
East of the Canal

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	297	272	+9%	293	+1%
VOLUME	\$1.157B	\$995.676M	+16%	\$1.204B	-4%
AVERAGE PRICE	\$3.895M	\$3.661M	+6%	\$4.109M	-5%
MEDIAN PRICE	\$2.450M	\$2.775M	-12%	\$2.420M	+1%

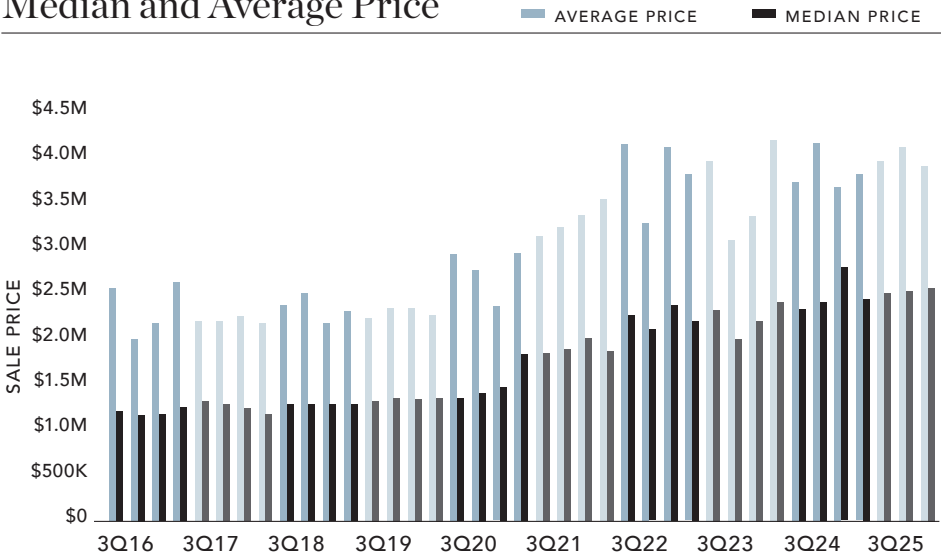
Closed Sales



Market Share by Price Range



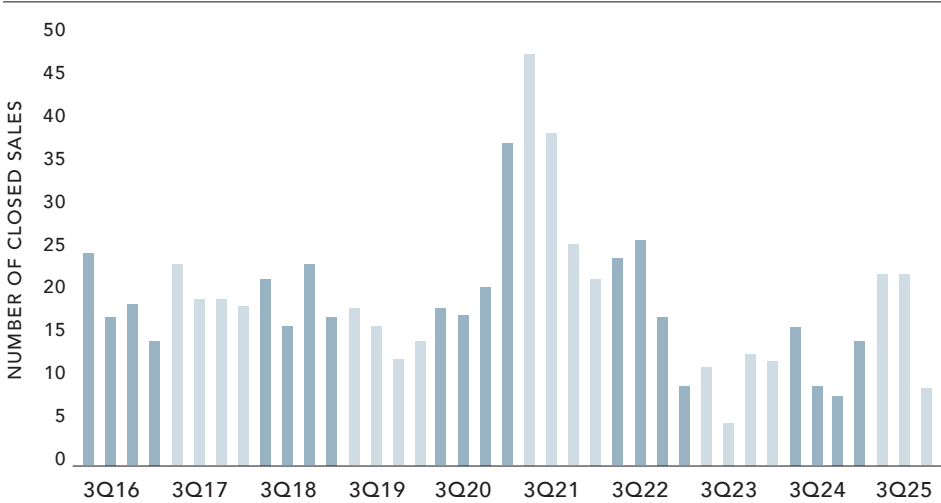
Median and Average Price



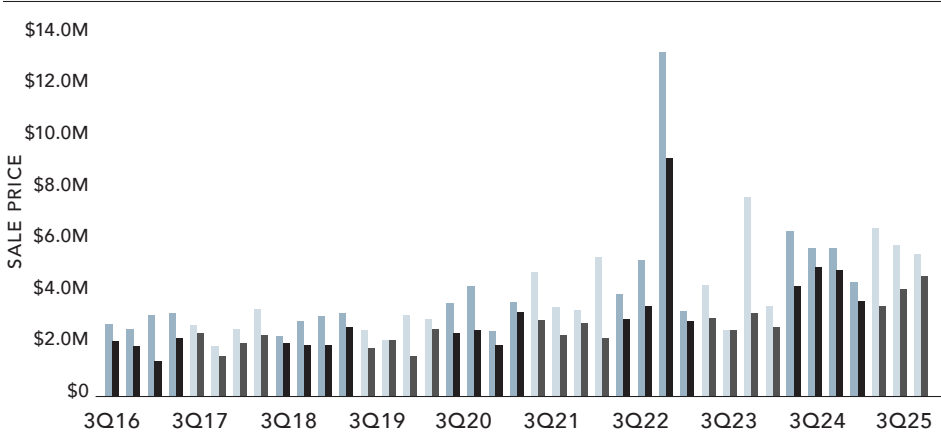
Amagansett

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	8	8	0%	22	-64%
VOLUME	\$45.150M	\$47.490M	-5%	\$132.858M	-66%
AVERAGE PRICE	\$5.644M	\$5.936M	-5%	\$6.039M	-7%
MEDIAN PRICE	\$4.675M	\$4.958M	-6%	\$4.098M	+14%

Closed Sales



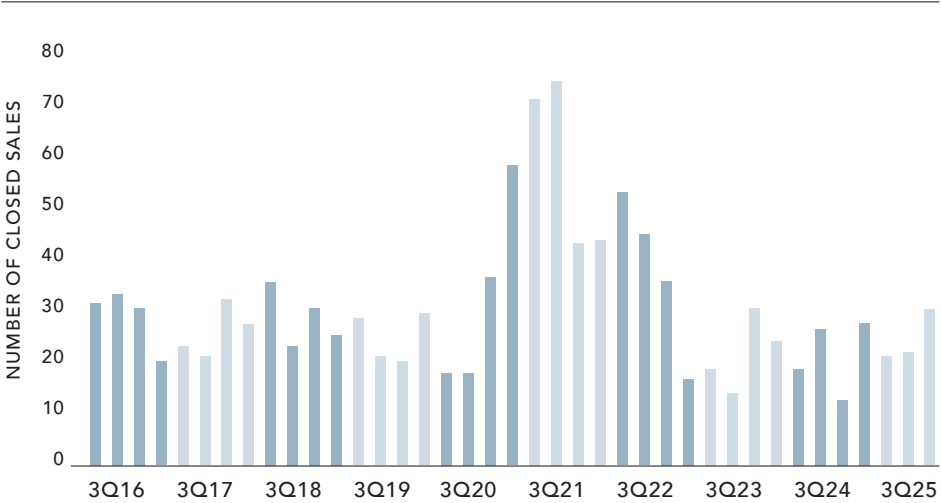
Median and Average Price



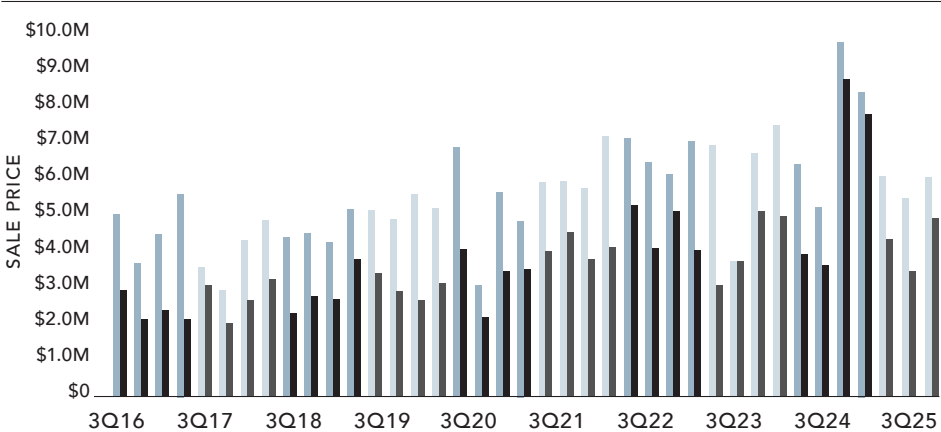
Bridgehampton/Sagaponack

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	30	13	+131%	22	+36%
VOLUME	\$178.350M	\$123.533M	+44%	\$116.427M	+53%
AVERAGE PRICE	\$5.945M	\$9.503M	-37%	\$5.292M	+12%
MEDIAN PRICE	\$4.825M	\$8.500M	-43%	\$3.333M	+45%

Closed Sales



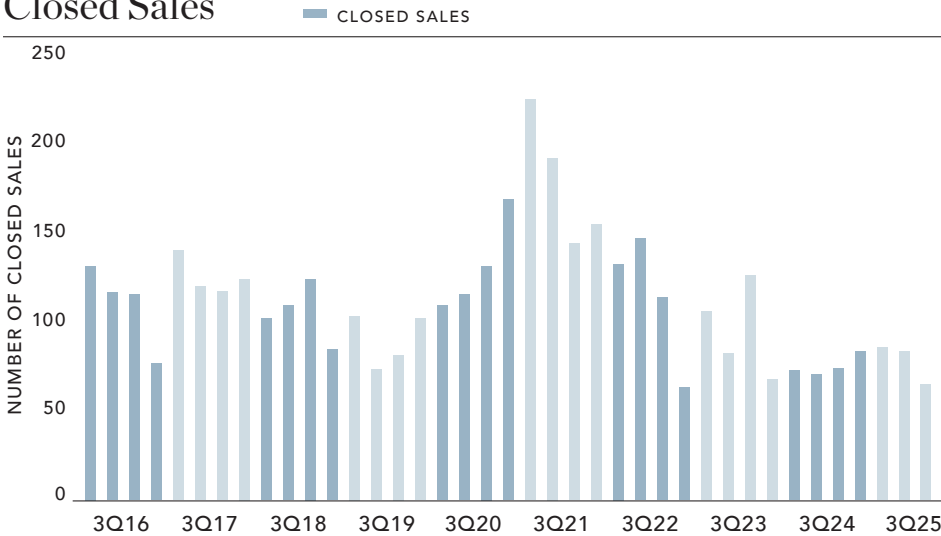
Median and Average Price



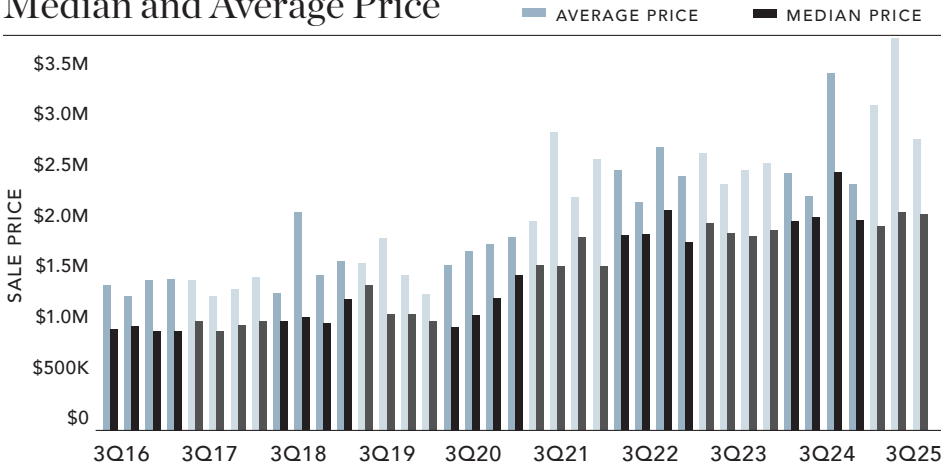
East Hampton

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	66	76	-13%	86	-23%
VOLUME	\$170.095M	\$230.192M	-26%	\$301.738M	-44%
AVERAGE PRICE	\$2.577M	\$3.029M	-15%	\$3.509M	-27%
MEDIAN PRICE	\$1.885M	\$2.198M	-14%	\$1.913M	-1%

Closed Sales



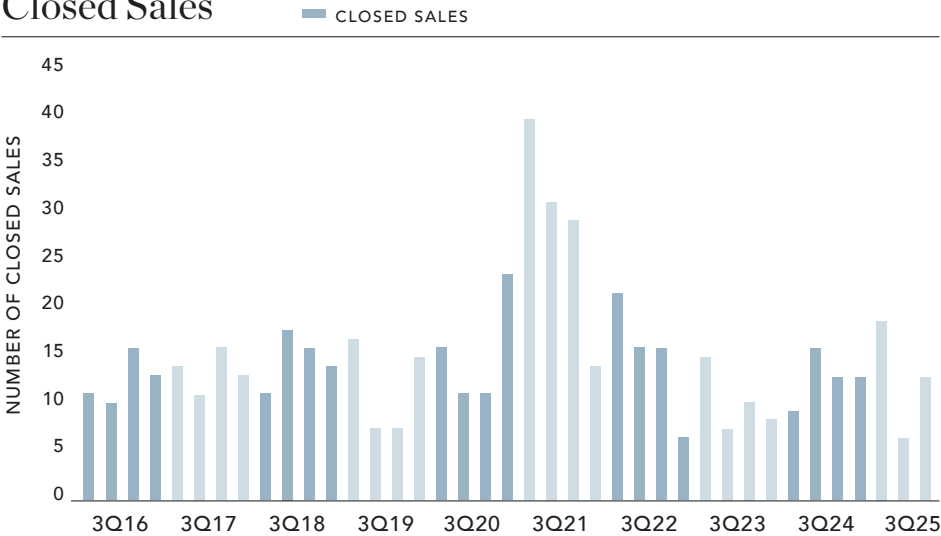
Median and Average Price



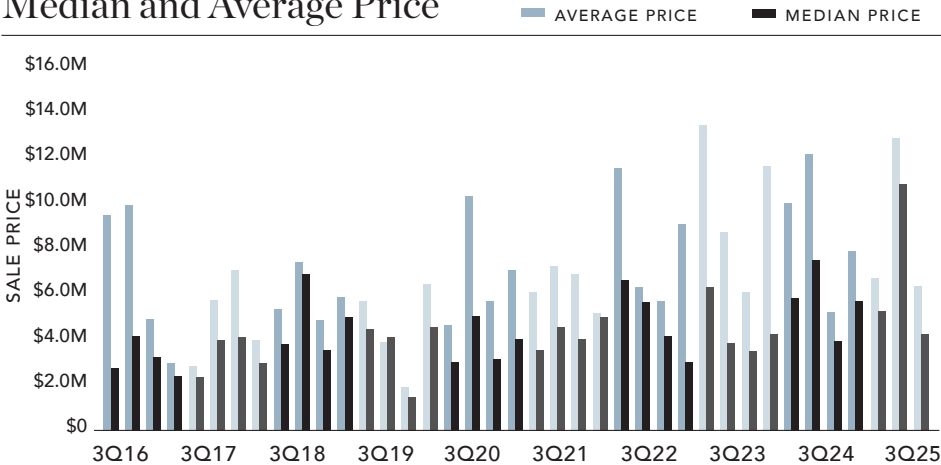
East Hampton Village

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	14	14	0%	7	+100%
VOLUME	\$88.174M	\$72.900M	+21%	\$89.645M	-2%
AVERAGE PRICE	\$6.298M	\$5.207M	+21%	\$12.806M	-51%
MEDIAN PRICE	\$4.150M	\$3.975M	+4%	\$10.750M	-61%

Closed Sales



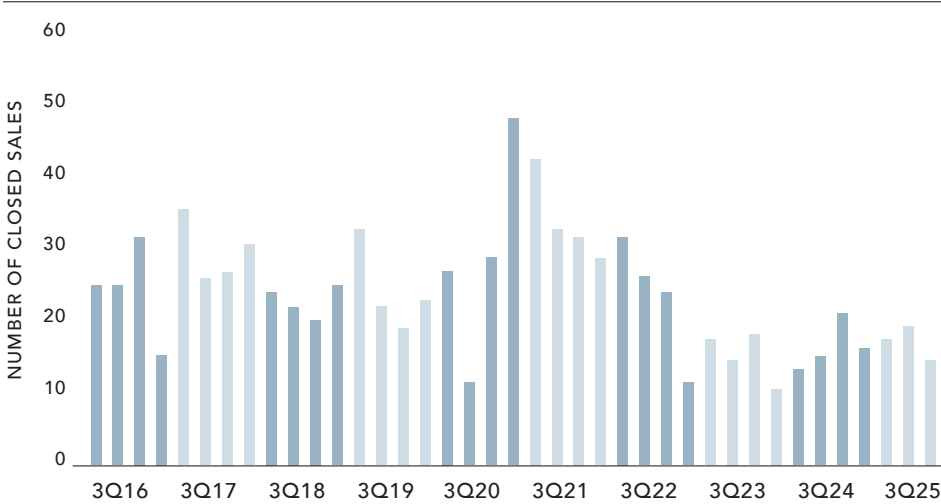
Median and Average Price



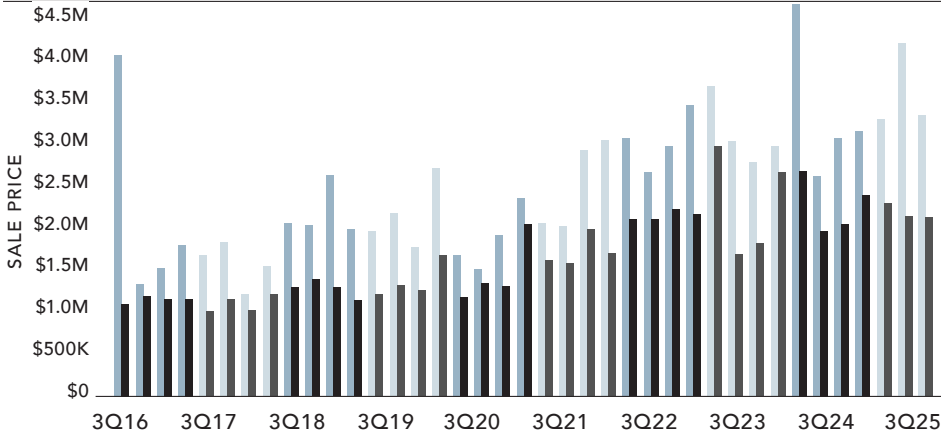
Montauk

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	15	22	-32%	20	-25%
VOLUME	\$50.970M	\$63.596M	-20%	\$88.525M	-42%
AVERAGE PRICE	\$3.398M	\$2.891M	+18%	\$4.426M	-23%
MEDIAN PRICE	\$2.000M	\$1.925M	+4%	\$2.020M	-1%

Closed Sales



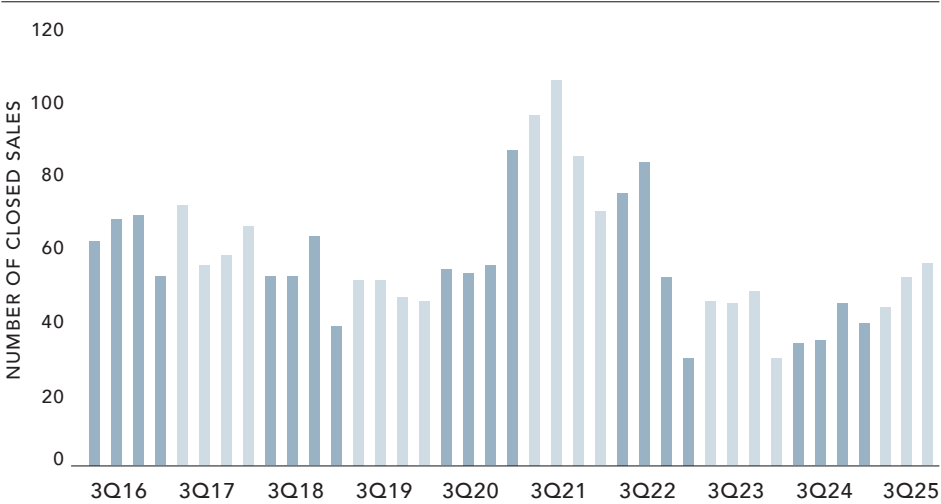
Median and Average Price



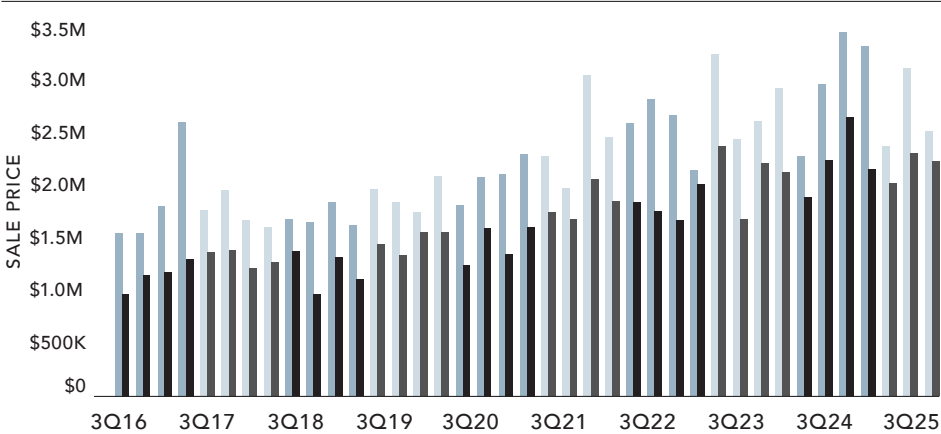
Sag Harbor/North Haven

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	57	45	+27%	53	+8%
VOLUME	\$150.714M	\$158.982M	-5%	\$176.417M	-15%
AVERAGE PRICE	\$2.644M	\$3.533M	-25%	\$3.329M	-21%
MEDIAN PRICE	\$2.300M	\$2.691M	-15%	\$2.400M	-4%

Closed Sales



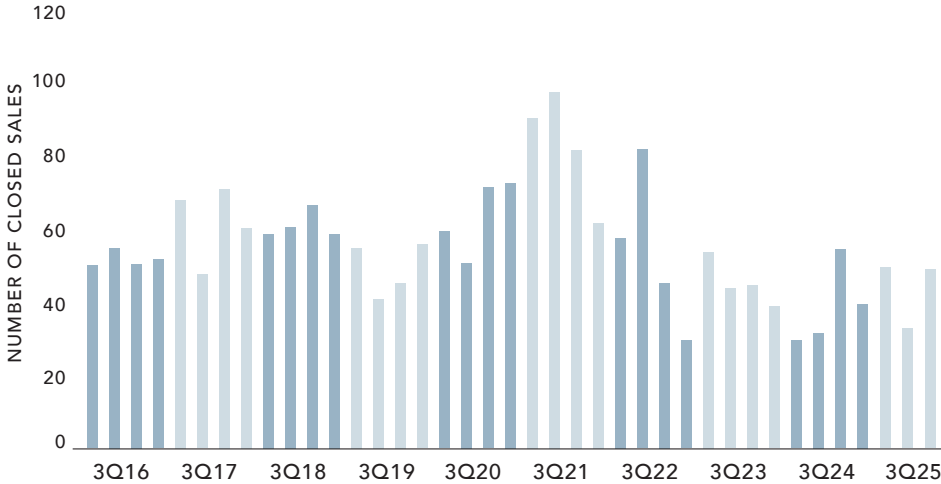
Median and Average Price



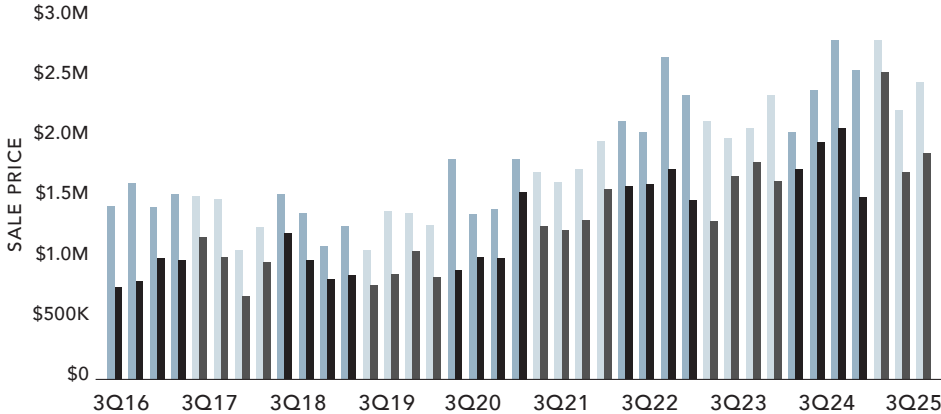
Southampton

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	50	55	-9%	33	+52%
VOLUME	\$122.602M	\$152.901M	-20%	\$73.440M	+67%
AVERAGE PRICE	\$2.452M	\$2.780M	-12%	\$2.225M	+10%
MEDIAN PRICE	\$1.863M	\$2.060M	-10%	\$1.725M	+8%

Closed Sales



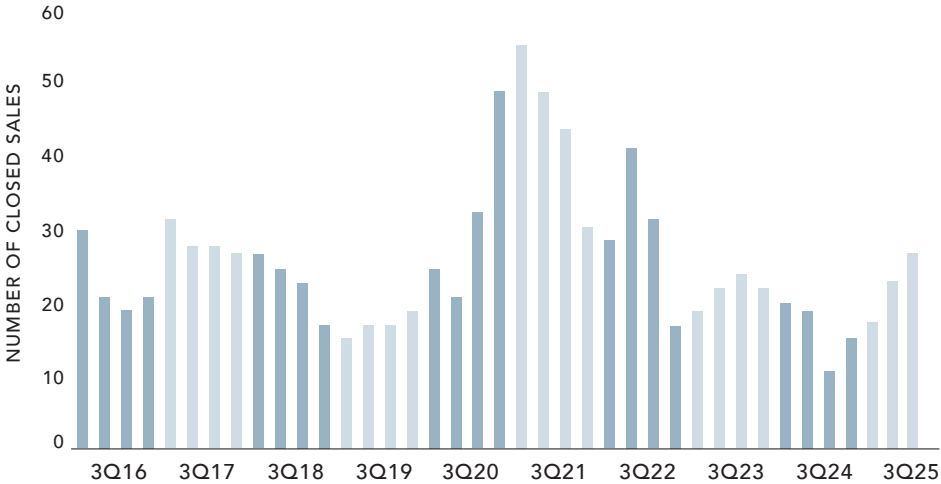
Median and Average Price



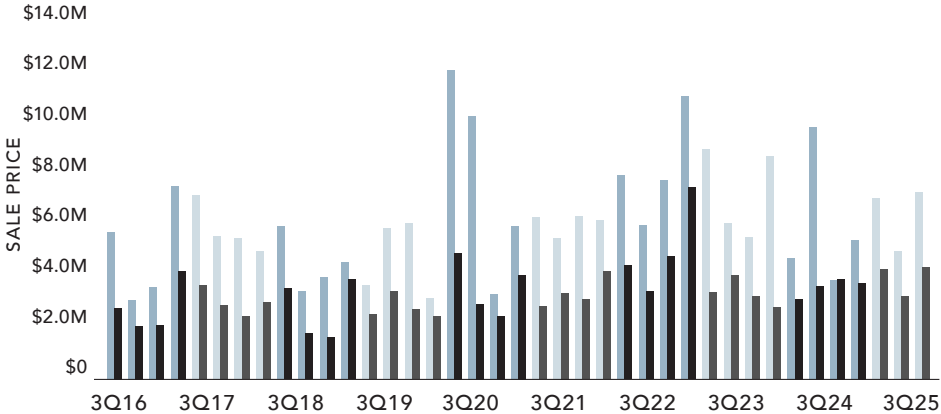
Southampton Village

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	30	11	+173%	25	+20%
VOLUME	\$216.975M	\$41.405M	+424%	\$121.778M	+78%
AVERAGE PRICE	\$7.232M	\$3.764M	+92%	\$4.871M	+48%
MEDIAN PRICE	\$4.300M	\$3.800M	+13%	\$3.225M	+33%

Closed Sales



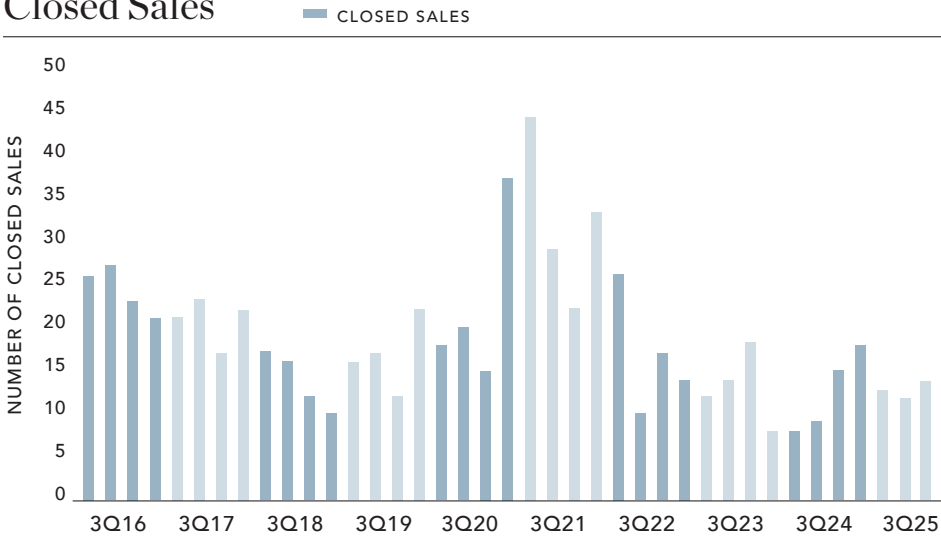
Median and Average Price



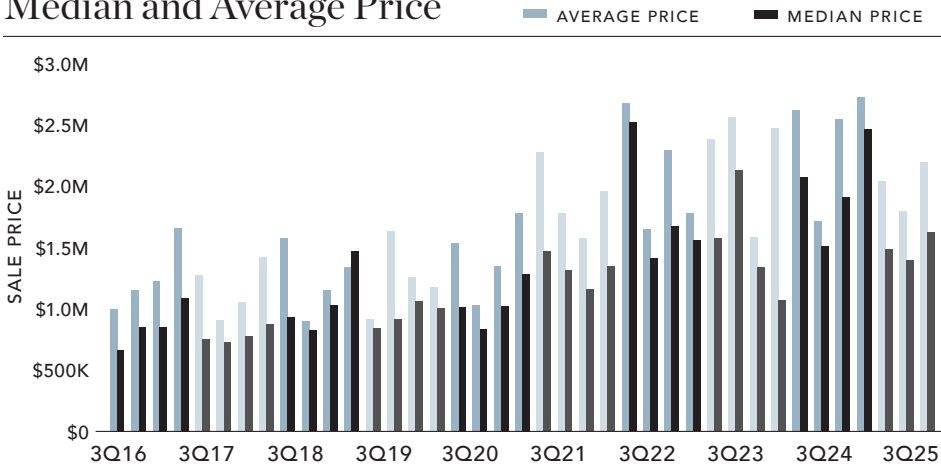
Shelter Island

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	14	15	-7%	12	+17%
VOLUME	\$31.166M	\$38.702M	-19%	\$21.708M	+44%
AVERAGE PRICE	\$2.226M	\$2.580M	-14%	\$1.809M	+23%
MEDIAN PRICE	\$1.630M	\$1.930M	-16%	\$1.425M	+14%

Closed Sales



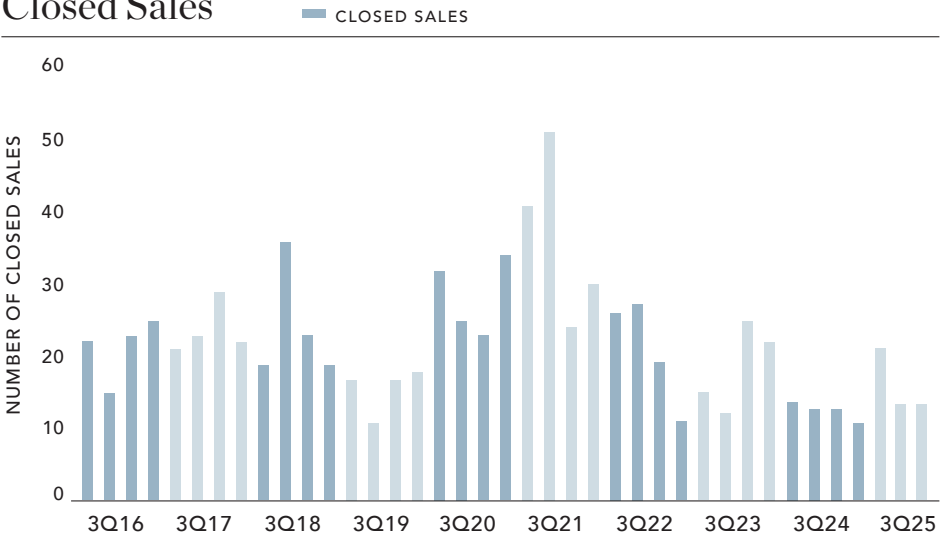
Median and Average Price



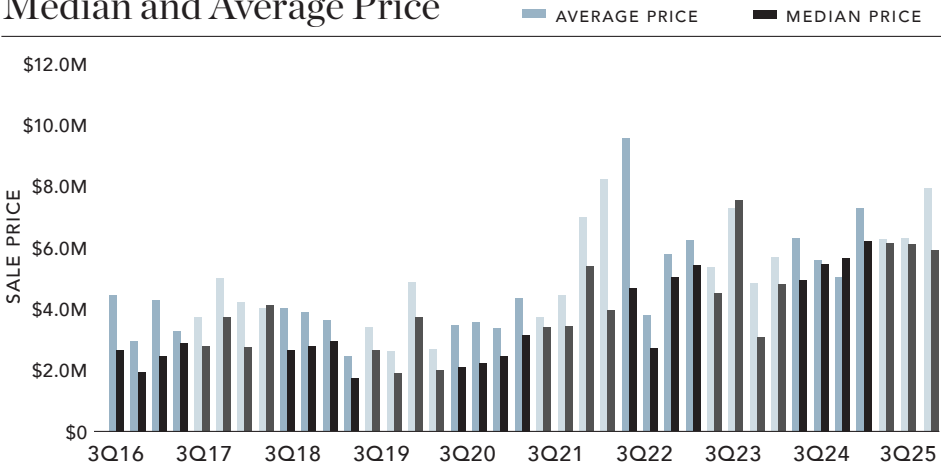
Water Mill

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	13	13	0%	13	0%
VOLUME	\$102.714M	\$65.976M	+56%	\$81.300M	+26%
AVERAGE PRICE	\$7.901M	\$5.075M	+56%	\$6.254M	+26%
MEDIAN PRICE	\$5.850M	\$5.700M	+3%	\$6.000M	-3%

Closed Sales



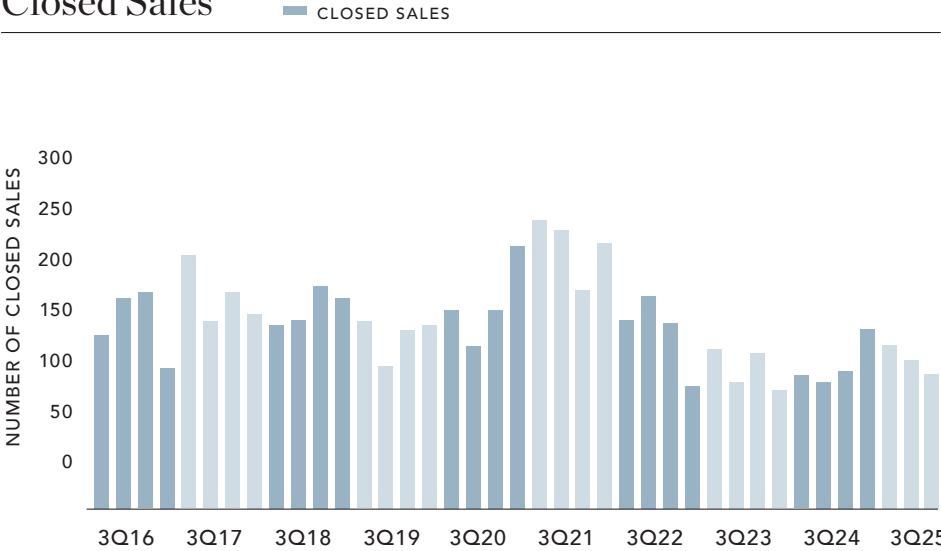
Median and Average Price



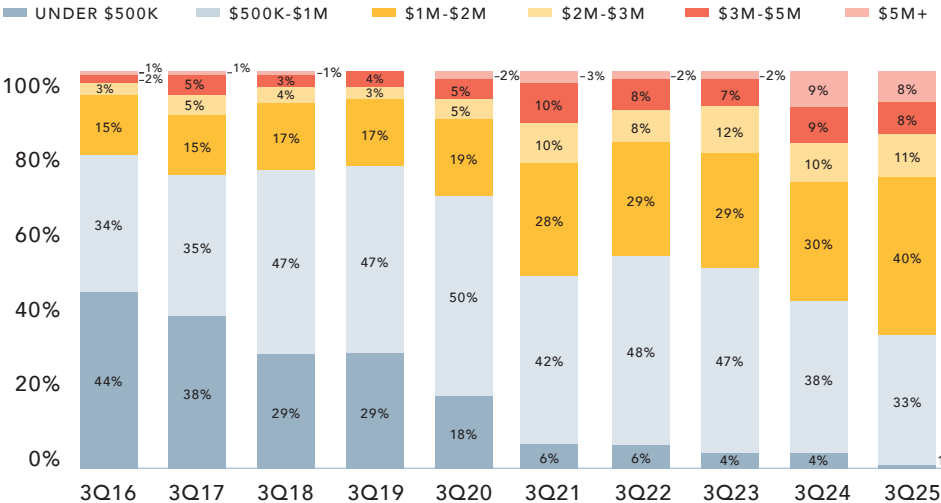
West of the Canal

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	116	117	-1%	126	-8%
VOLUME	\$240.725M	\$249.696M	-4%	\$205.224M	+17%
AVERAGE PRICE	\$2.075M	\$2.134M	-3%	\$1.629M	+27%
MEDIAN PRICE	\$1.389M	\$1.290M	+8%	\$1.105M	+26%

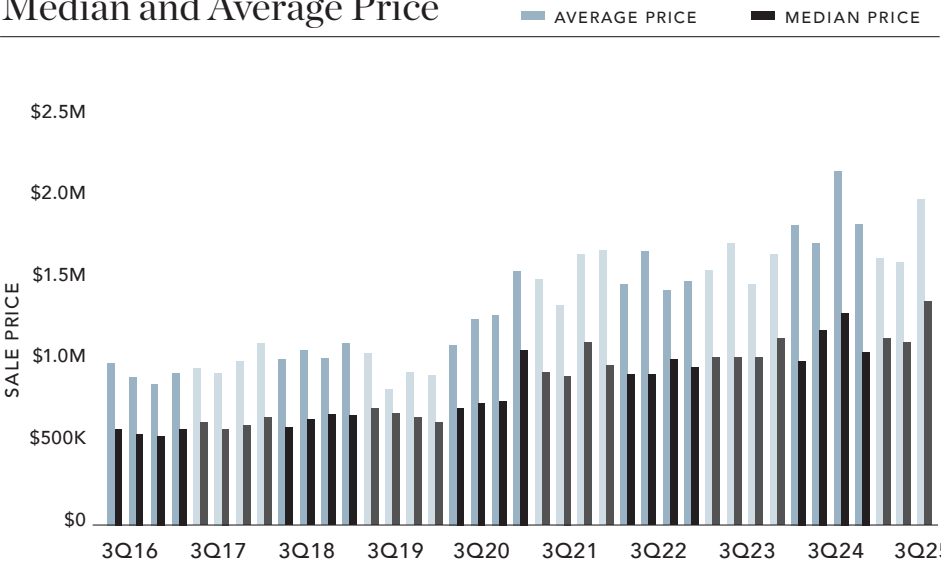
Closed Sales



Market Share by Price Range



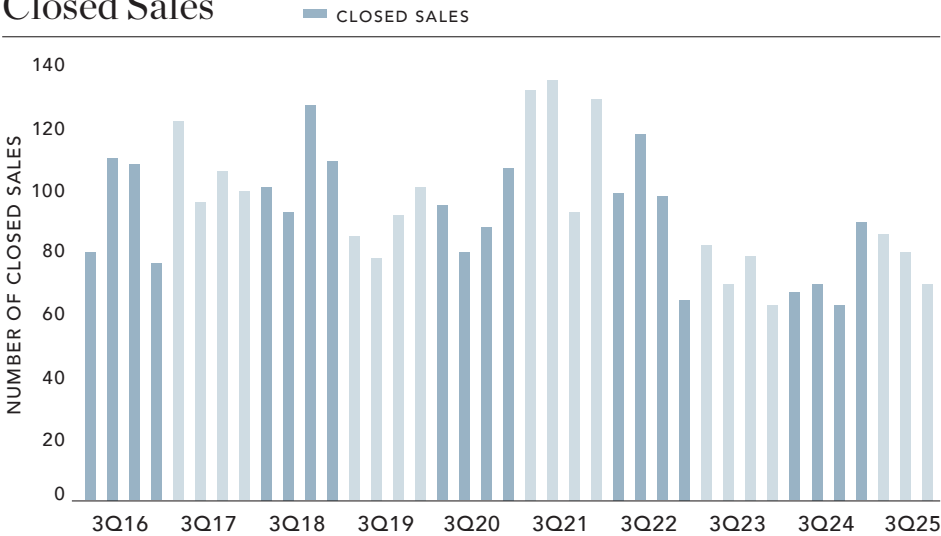
Median and Average Price



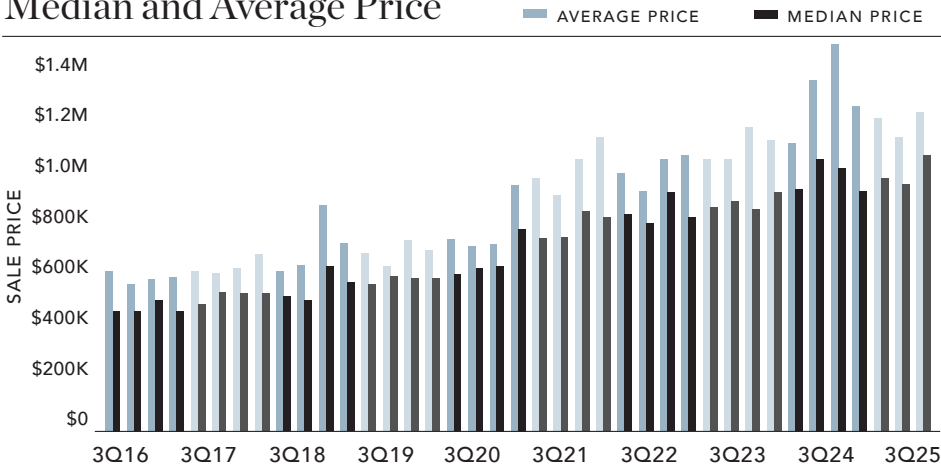
East Quogue/Hampton Bays

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	65	63	+3%	78	-17%
VOLUME	\$76.467M	\$87.152M	-12%	\$83.010M	-8%
AVERAGE PRICE	\$1.176M	\$1.383M	-15%	\$1.064M	+11%
MEDIAN PRICE	\$989K	\$935K	+6%	\$870K	+14%

Closed Sales



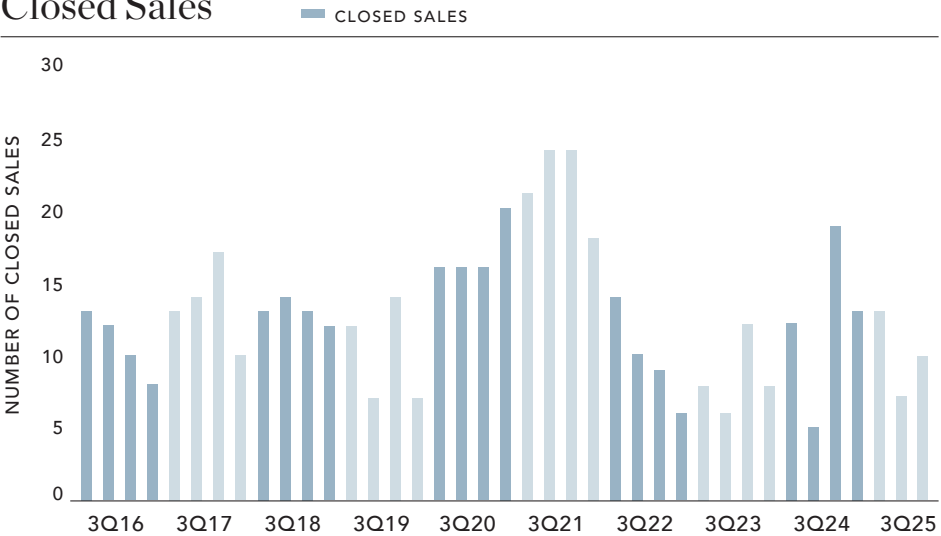
Median and Average Price



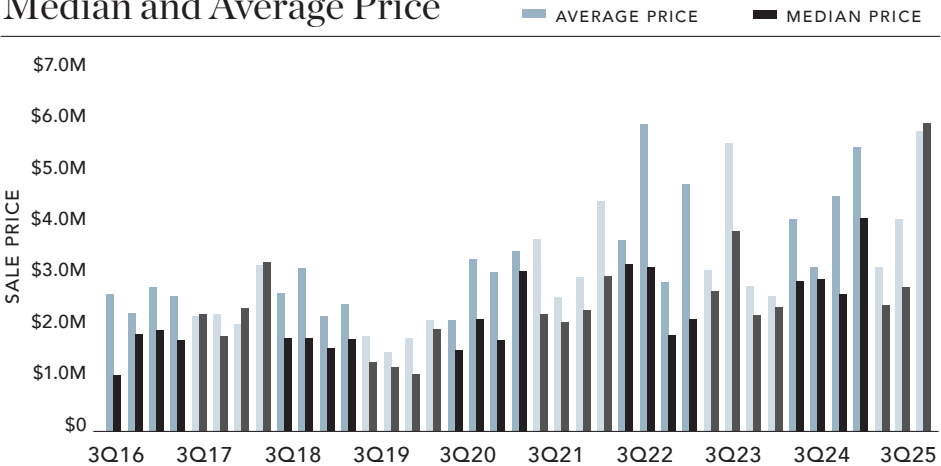
Quogue

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	10	19	-47%	7	+43%
VOLUME	\$59.095M	\$86.193M	-31%	\$29.039M	+104%
AVERAGE PRICE	\$5.910M	\$4.536M	+30%	\$4.148M	+42%
MEDIAN PRICE	\$6.069M	\$2.650M	+129%	\$2.900M	+109%

Closed Sales



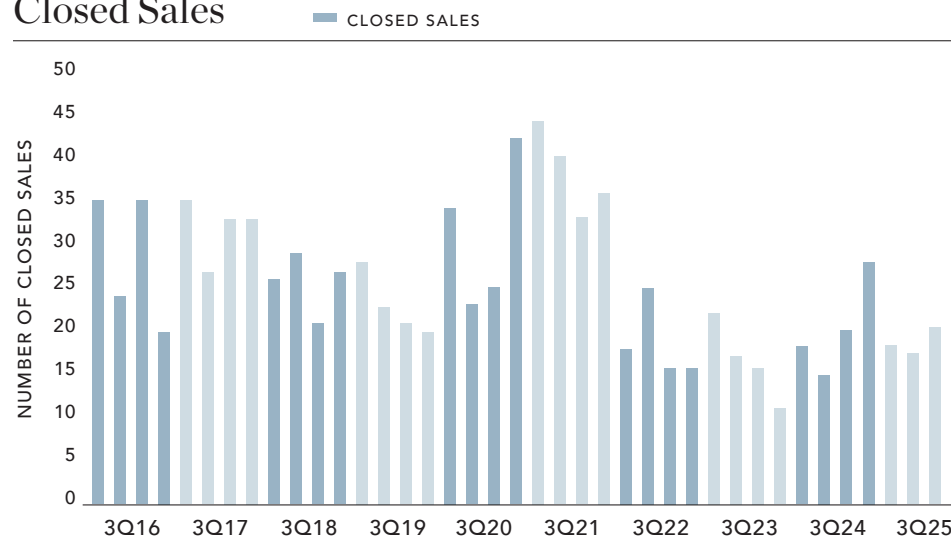
Median and Average Price



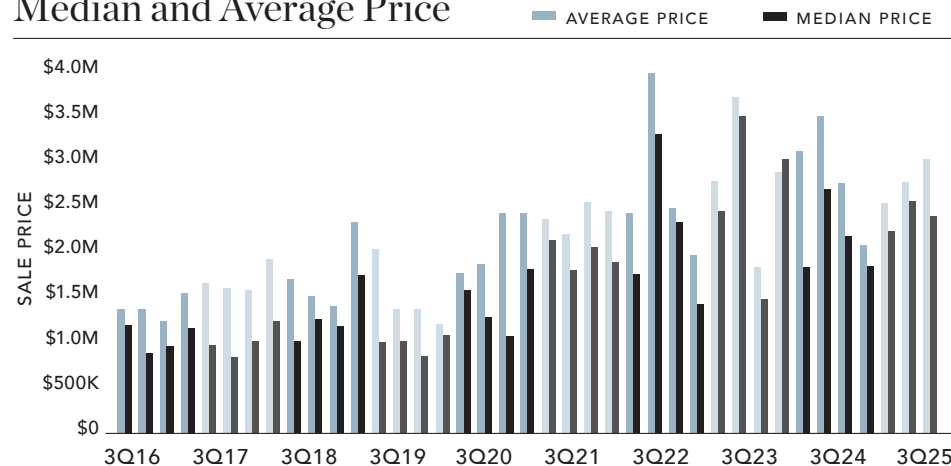
Westhampton Beach

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	20	20	0%	17	+18%
VOLUME	\$61.825M	\$53.840M	+15%	\$47.560M	+30%
AVERAGE PRICE	\$3.091M	\$2.692M	+15%	\$2.798M	+10%
MEDIAN PRICE	\$2.364M	\$2.100M	+13%	\$2.570M	-8%

Closed Sales



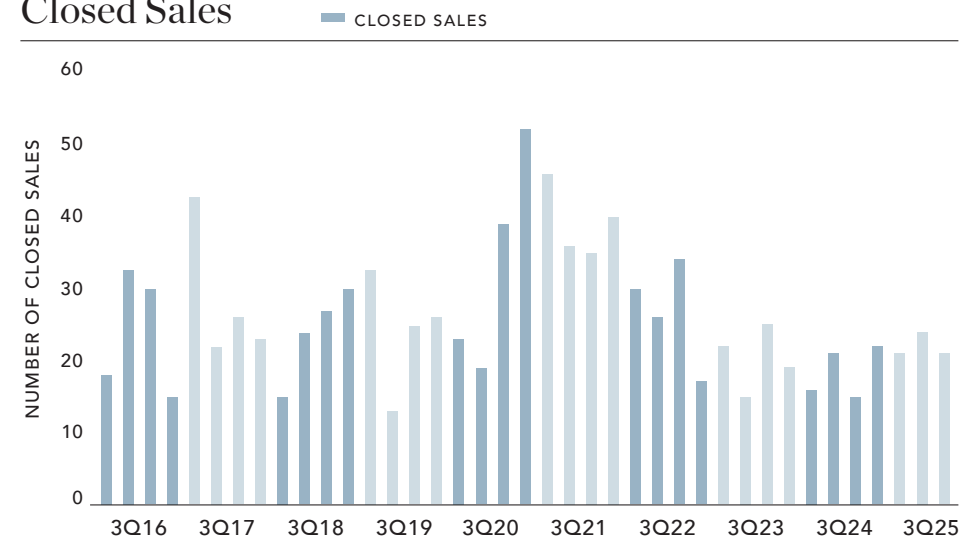
Median and Average Price



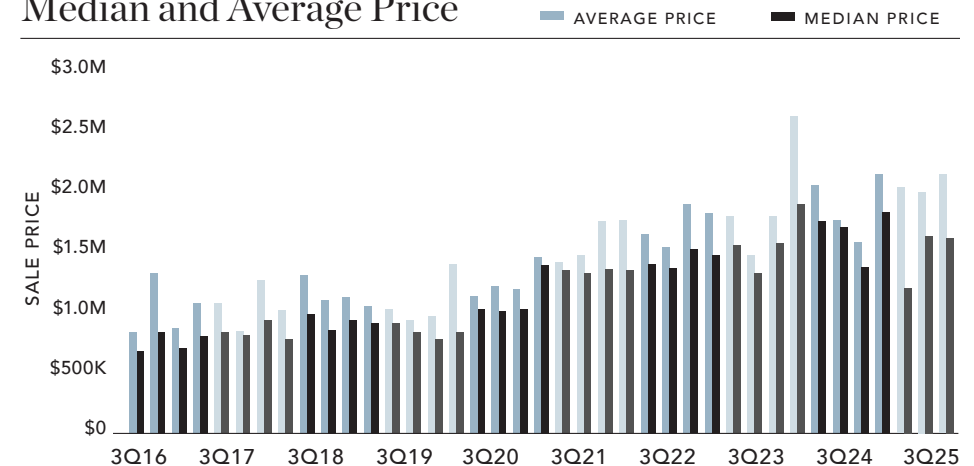
Westhampton/Remsenburg

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	21	15	+40%	24	-13%
VOLUME	\$43.337M	\$22.511M	+93%	\$45.615M	-5%
AVERAGE PRICE	\$2.064M	\$1.501M	+38%	\$1.901M	+9%
MEDIAN PRICE	\$1.550M	\$1.290M	+20%	\$1.555M	0%

Closed Sales



Median and Average Price





Orient | \$4.25M | WEB# 926130

North Fork

North Fork single-family home sales fell 21% annually to 81 reported closings in Third Quarter 2025. Sales have declined year-over-year for 13 of the last 16 quarters. Five of six submarkets reported year-over-year decreases in closings; Mattituck/Laurel was the only one with no annual change in sales. Southold/Peconic had the sharpest decrease in activity, down 33%, a difference of 11 sales.

Despite no North Fork submarkets reporting an increase in sales, half showed an increase in dollar volume due to rising prices. Dollar volume in Cutchogue increased most significantly, up 44% to \$30.649M thanks to three closings over \$2M this quarter, one of which was \$8M, versus none last year. Southold/Peconic saw the largest decrease in volume, down 49% due to a sharp decline in closings.

Average and median price statistics were boosted by annual increases in Cutchogue and Greenport. North Fork median price increased 18% year-over-year to a record \$1.125M, the largest such increase since Second Quarter 2021. Average price climbed year-over-year for the fourth consecutive quarter, up 12% to its second-highest average ever of \$1.359M.

Single Family

Sales

81

-21% YEAR OVER YEAR

Average Sales Price

\$1.359M

+12% YEAR OVER YEAR

Sales Volume

\$110.111M

-12% YEAR OVER YEAR

Median Sales Price

\$1.125M

+18% YEAR OVER YEAR

Neighborhoods North Fork

Cutchogue

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
16	\$30.649M	\$1.916M	\$1.305M
-16%	+44%	+71%	+37%

Mattituck/Laurel

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
14	\$16.815M	\$1.201M	\$1.128M
0%	+22%	+22%	+30%

Aquebogue/Jamesport

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
10	\$8.018M	\$802K	\$719K
-29%	-34%	-8%	-7%

Southold/Peconic

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
22	\$26.268M	\$1.194M	\$993K
-33%	-49%	-24%	+2%

Greenport

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
13	\$20.604M	\$1.585M	\$1.250M
-13%	+36%	+57%	+32%

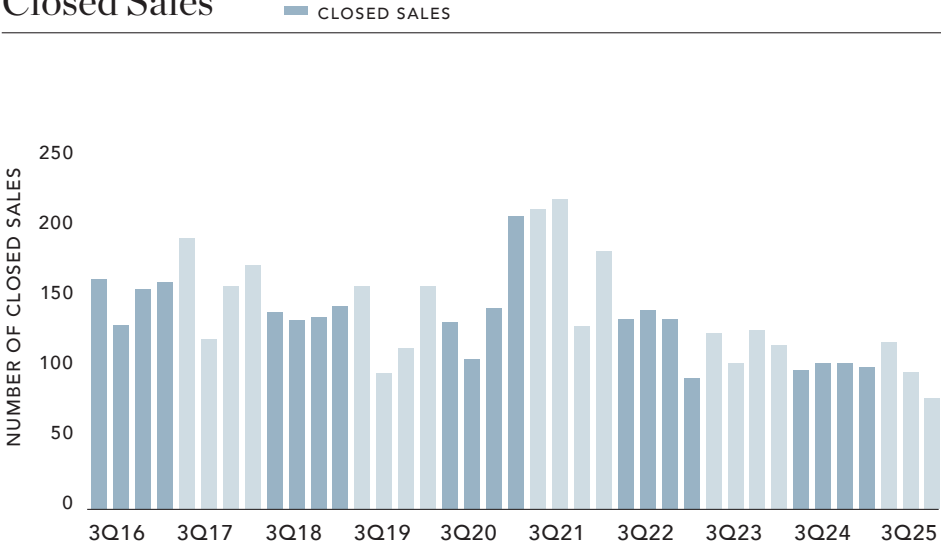
East Marion/Orient

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
6	\$7.757M	\$1.293M	\$1.216M
-25%	-25%	0%	+3%

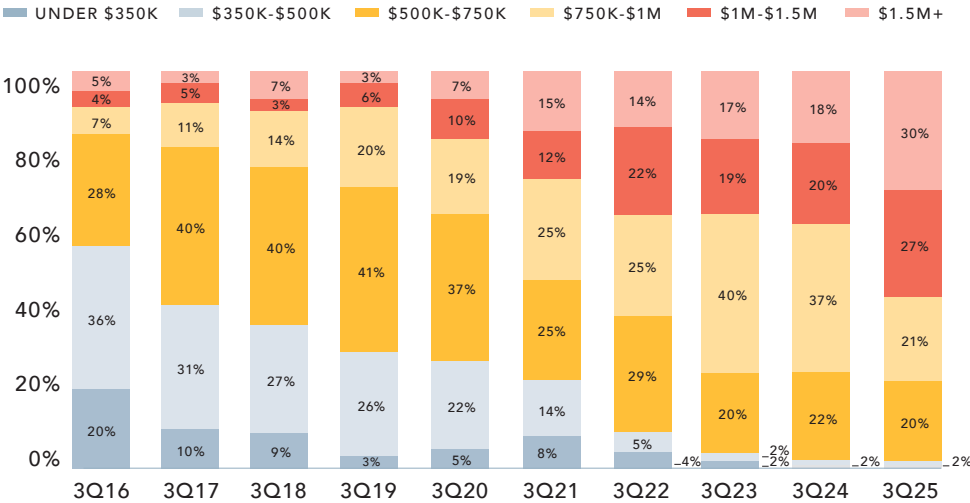
North Fork

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	81	103	-21%	98	-17%
VOLUME	\$110.111M	\$124.658M	-12%	\$130.261M	-15%
AVERAGE PRICE	\$1.359M	\$1.210M	+12%	\$1.329M	+2%
MEDIAN PRICE	\$1.125M	\$950K	+18%	\$999K	+13%

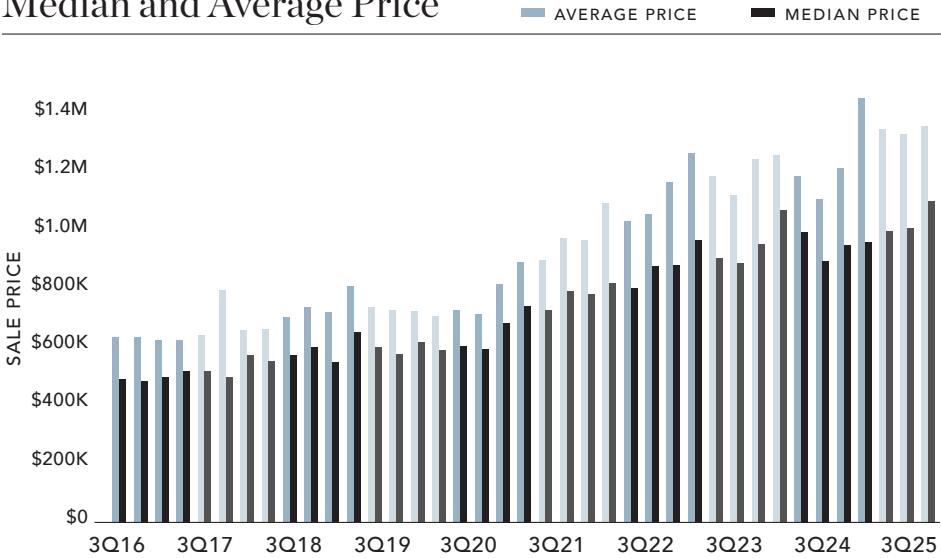
Closed Sales



Market Share by Price Range



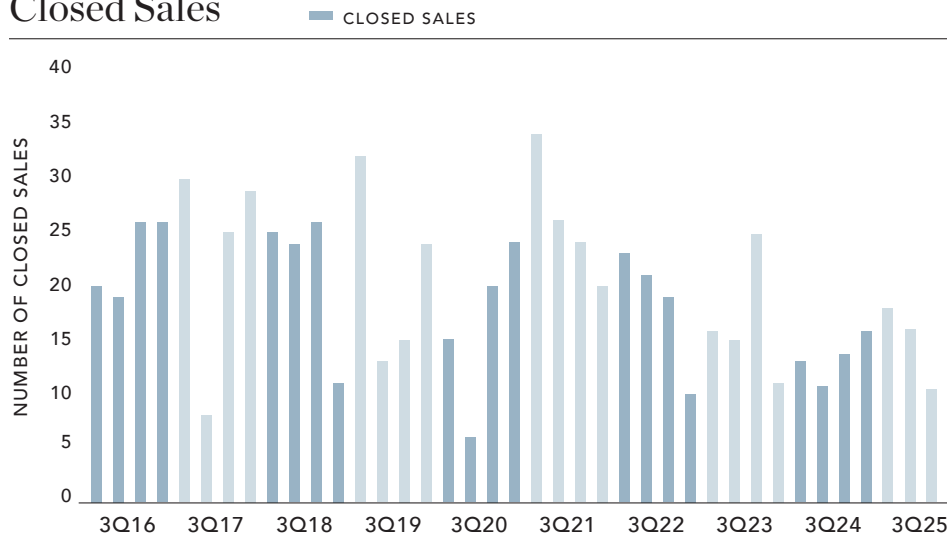
Median and Average Price



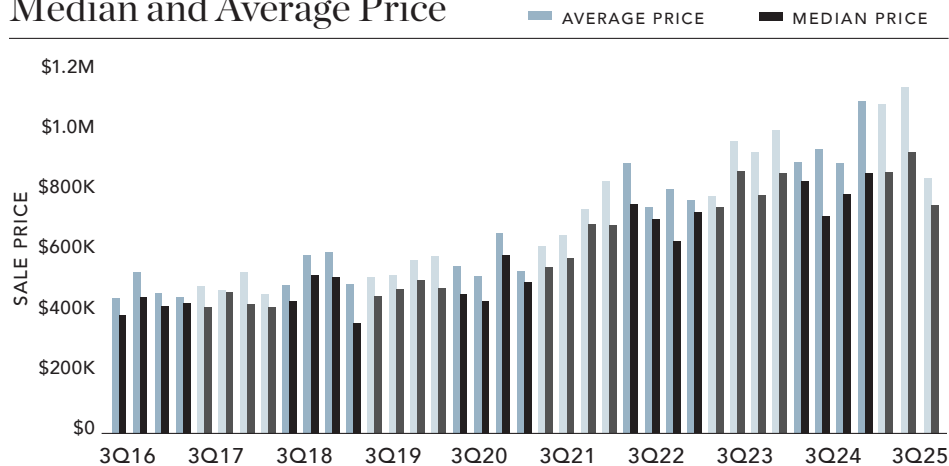
Aquebogue/Jamesport

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	10	14	-29%	16	-38%
VOLUME	\$8.018M	\$12.202M	-34%	\$18.526M	-57%
AVERAGE PRICE	\$802K	\$872K	-8%	\$1.158M	-31%
MEDIAN PRICE	\$719K	\$776K	-7%	\$925K	-22%

Closed Sales



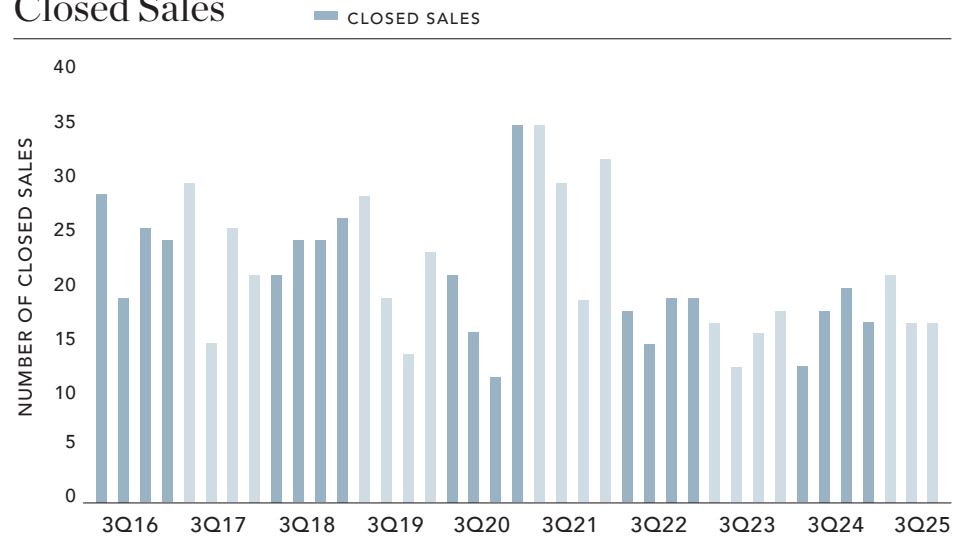
Median and Average Price



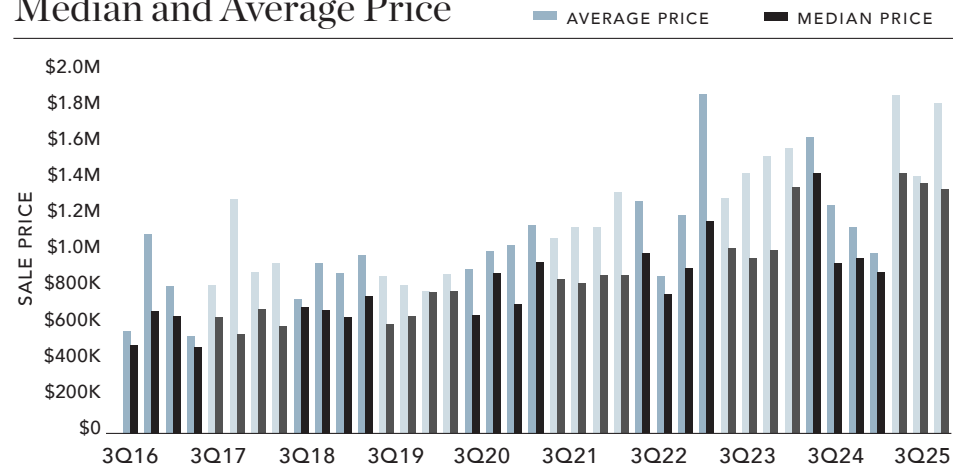
Cutchogue

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	16	19	-16%	16	0%
VOLUME	\$30.649M	\$21.273M	+44%	\$22.529M	+36%
AVERAGE PRICE	\$1.916M	\$1.120M	+71%	\$1.408M	+36%
MEDIAN PRICE	\$1.305M	\$950K	+37%	\$1.368M	-5%

Closed Sales



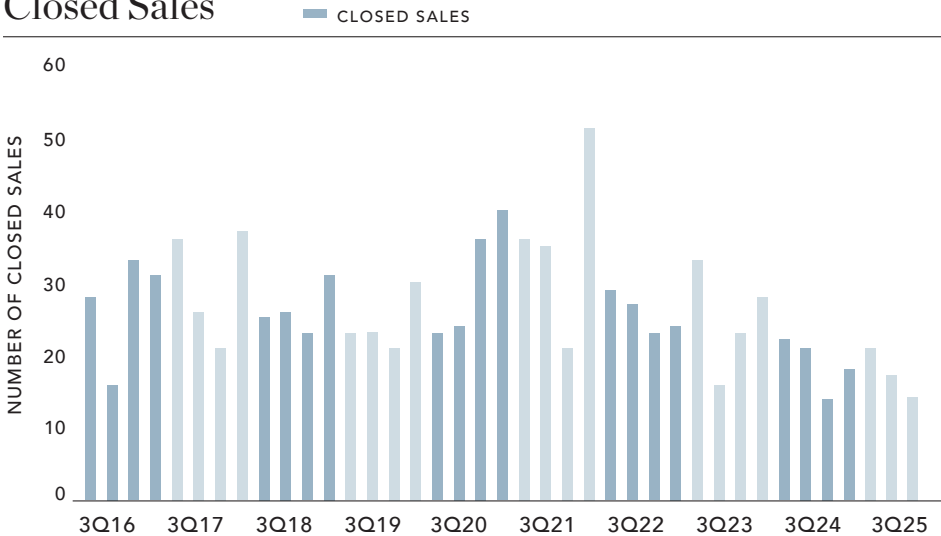
Median and Average Price



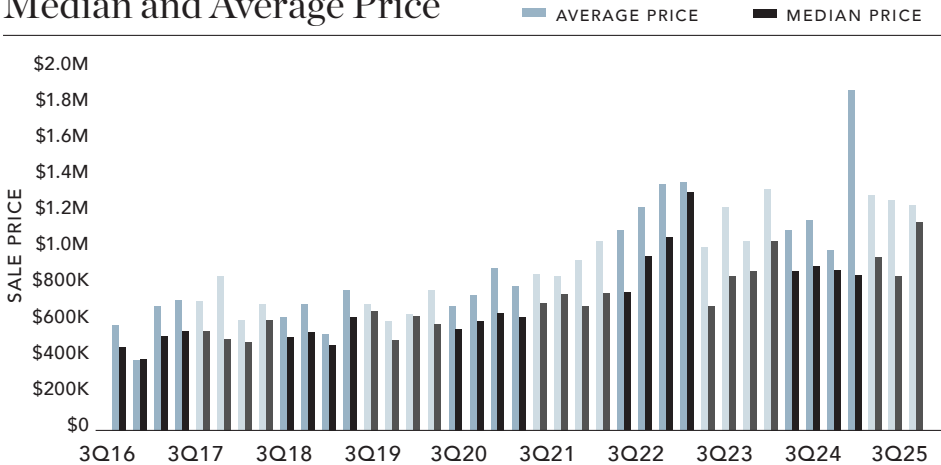
Mattituck/Laurel

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	14	14	0%	17	-18%
VOLUME	\$16.815M	\$13.785M	+22%	\$20.810M	-19%
AVERAGE PRICE	\$1.201M	\$985K	+22%	\$1.224M	-2%
MEDIAN PRICE	\$1.128M	\$871K	+30%	\$830K	+36%

Closed Sales



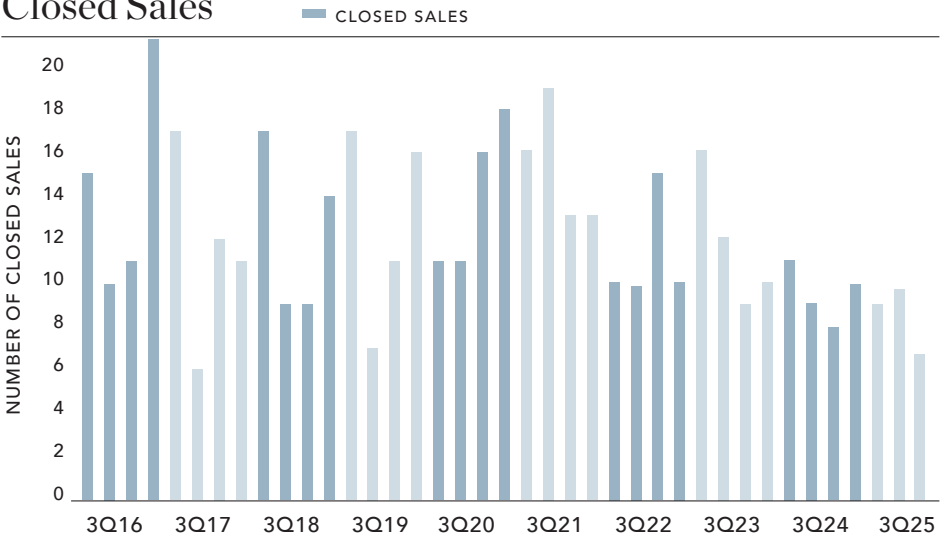
Median and Average Price



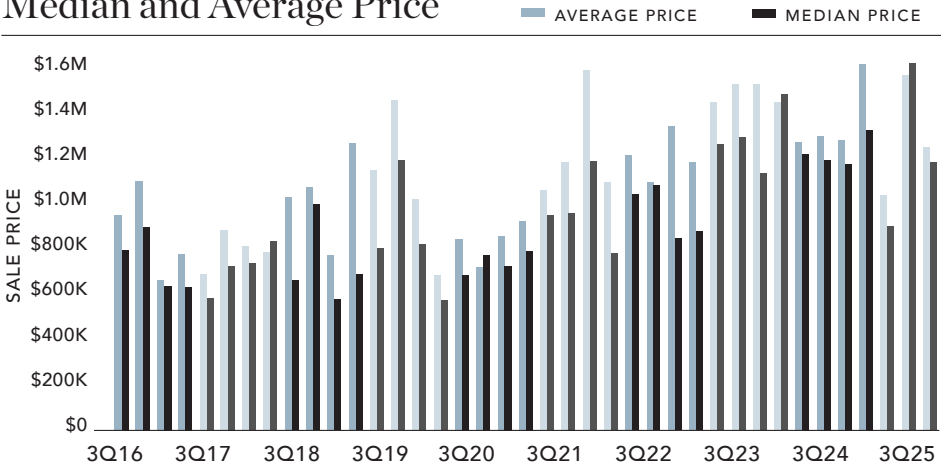
East Marion/Orient

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	6	8	-25%	10	-40%
VOLUME	\$7.757M	\$10.300M	-25%	\$16.945M	-54%
AVERAGE PRICE	\$1.293M	\$1.288M	0%	\$1.695M	-24%
MEDIAN PRICE	\$1.216M	\$1.182M	+3%	\$1.750M	-31%

Closed Sales



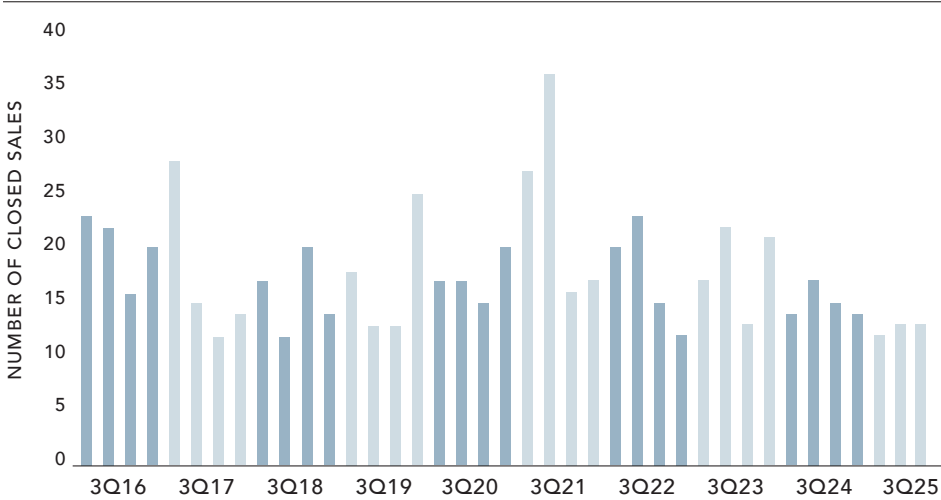
Median and Average Price



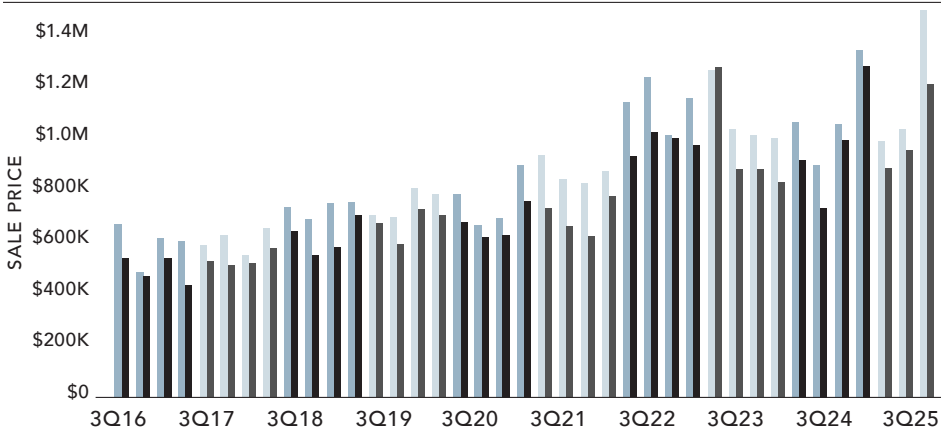
Greenport

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	13	15	-13%	13	0%
VOLUME	\$20.604M	\$15.178M	+36%	\$12.920M	+59%
AVERAGE PRICE	\$1.585M	\$1.012M	+57%	\$994K	+59%
MEDIAN PRICE	\$1.250M	\$950K	+32%	\$920K	+36%

Closed Sales



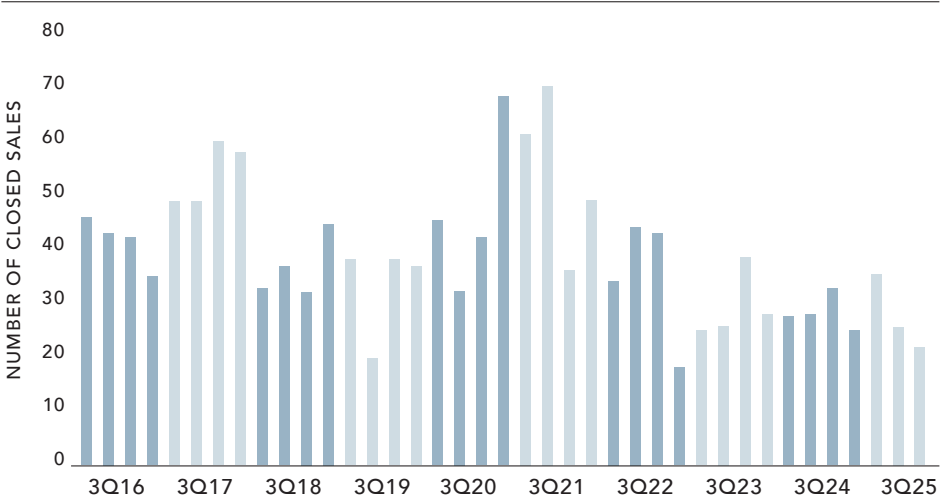
Median and Average Price



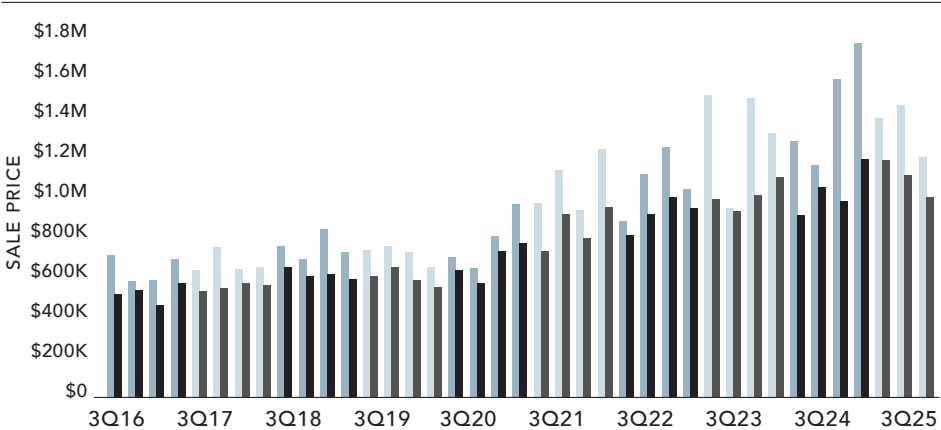
Southold/Peconic

SINGLE FAMILY	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	22	33	-33%	26	-15%
VOLUME	\$26.268M	\$51.921M	-49%	\$38.531M	-32%
AVERAGE PRICE	\$1.194M	\$1.573M	-24%	\$1.482M	-19%
MEDIAN PRICE	\$993K	\$977K	+2%	\$1.117M	-11%

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 Third Quarter 2025, South Fork luxury average price increased 12% to \$12.245M. Median price increased 16% to \$10.800M due to a larger share of sales over \$20M and a smaller share below \$8M.

Third Quarter 2025's most expensive reported sale was a Southampton Village oceanfront home on Meadow Lane for \$32M. Southampton Village also had the second most expensive sale, a bayfront Meadow Lane estate that closed for \$26M. Southampton Village and Bridgehampton were tied for the greatest number of South Fork luxury sales at nine each.

The average luxury sale price for the North Fork increased 17% annually, and median price expanded 22% year-over-year. The increases were the result of a greater share of closings over \$2.5M than a year ago. The highest-priced North Fork sale was a 5,500-square-foot home with 200 feet of beach access on Peconic Bay for \$8M.

SOUTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	41	39	+5%	42	-2%
VOLUME	\$502.060M	\$424.869M	+18%	\$580.497M	-14%
AVERAGE	\$12.245M	\$10.894M	+12%	\$13.821M	-11%
MEDIAN	\$10.800M	\$9.350M	+16%	\$11.250M	-4%

NORTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	8	10	-20%	10	-20%
VOLUME	\$29.957M	\$32.133M	-7%	\$32.045M	-7%
AVERAGE	\$3.745M	\$3.213M	+17%	\$3.205M	+17%
MEDIAN	\$3.088M	\$2.534M	+22%	\$2.655M	+16%



East Hampton | \$2.995M | WEB# 926497



Sag Harbor | \$6.25M | WEB# 926471

Condos

The South Fork reported 40 condo sales in Third Quarter 2025, up 82% (13 sales) year-over-year. The increase was driven by strong sales in Montauk and Water Mill, where a new townhouse development called Watermill Crossing accounted for a handful of sales. This drove sales volume up 80% to \$54.643M. Median price increased 8% annually thanks to the Watermill Crossing closings and several other sales over \$2M. Watermill Crossing also claimed the most expensive South Fork condo sale, which was a four-bedroom residence for \$2.950M.

The North Fork reported just six condo sales in Third Quarter 2025, five fewer than last year. As a result, sales volume dropped 57%. Average price declined 21% compared to last year, due to a drop in the number and market share of sales over \$1M (there were only two). This quarter’s highest-priced sale was at 123 Sterling Avenue in Greenport with views of Stirling Basin and Greenport Harbor for \$1.535M.

SOUTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	40	22	+82%	35	+14%
VOLUME	\$54.643M	\$30.419M	+80%	\$49.016M	+11%
AVERAGE	\$1.366M	\$1.383M	-1%	\$1.400M	-2%
MEDIAN	\$1.213M	\$1.125M	+8%	\$1.288M	-6%

NORTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	6	11	-45%	4	+50%
VOLUME	\$5.138M	\$11.927M	-57%	\$2.776M	+85%
AVERAGE	\$856K	\$1.084M	-21%	\$694K	+23%
MEDIAN	\$743K	\$1.000M	-26%	\$553K	+34%



Westhampton Beach | \$455K | WEB# 921029



Southampton | \$2.1M | WEB# 925728

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 35 vacant land closings this quarter, down 29% annually. Sales volume moved in the same direction, dropping 10%. However, median price increased 3% to \$1.170M. The top land sale was an off-market transaction in East Quogue for \$15M.

Reported North Fork land closings dropped 37% year-over-year (seven fewer sales). As a result, dollar volume declined 43%. Average and median prices also fell, with average price down 10% because of a \$3M sale skewing last year's higher number. Median price was down 4% due to a greater share of sales under \$500K.

THE COMMERCIAL MARKET

The South Fork reported 21 commercial transactions in Third Quarter 2025, 12 more than in Third Quarter 2024. Despite the sharp increase in sales, dollar volume fell 16% because of last year's Baron's Cove Hotel sale in Sag Harbor for \$66.500M. Westhampton Beach had more reported closings than any other submarket, with five sales. Quogue had the most expensive transaction at \$16.630M, a property previously used for waste management purchased with the intention of building Quogue Business Park.

The North Fork had six commercial closings, up from four in Third Quarter 2024. As a result, sales volume jumped 314%. Greenport was home to the most expensive transaction, a marina with 138 boat slips that sold for \$11.550M.

THE INVENTORY

Inventory is the number of East End properties listed for sale at the end of the quarter. At the end of September, inventory was 2,169 listings, down 2% annually and just the second 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	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	35	49	-29%	42	-17%
VOLUME	\$92.634M	\$102.538M	-10%	\$84.585M	+10%
AVERAGE	\$2.647M	\$2.093M	+26%	\$2.014M	+31%
MEDIAN	\$1.170M	\$1.135M	+3%	\$1.113M	+5%

NORTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	12	19	-37%	18	-33%
VOLUME	\$10.002M	\$17.564M	-43%	\$11.960M	-16%
AVERAGE	\$833K	\$924K	-10%	\$664K	+25%
MEDIAN	\$672K	\$699K	-4%	\$551K	+22%

Commercial

SOUTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	21	9	+133%	20	+5%
VOLUME	\$74.671M	\$88.547M	-16%	\$92.970M	-20%
AVERAGE	\$3.556M	\$9.839M	-64%	\$4.648M	-24%
MEDIAN	\$2.900M	\$1.900M	+53%	\$2.563M	+13%

NORTH FORK	3Q25	3Q24	%CHG (YR)	2Q25	%CHG (QTR)
SALES	6	4	+50%	4	+50%
VOLUME	\$17.605M	\$4.250M	+314%	\$5.074M	+247%
AVERAGE	\$2.934M	\$1.063M	+176%	\$1.268M	+131%
MEDIAN	\$1.375M	\$1.100M	+25%	\$1.099M	+25%

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 July through September 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 Third Quarter 2025.

FOR MORE INFORMATION

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