



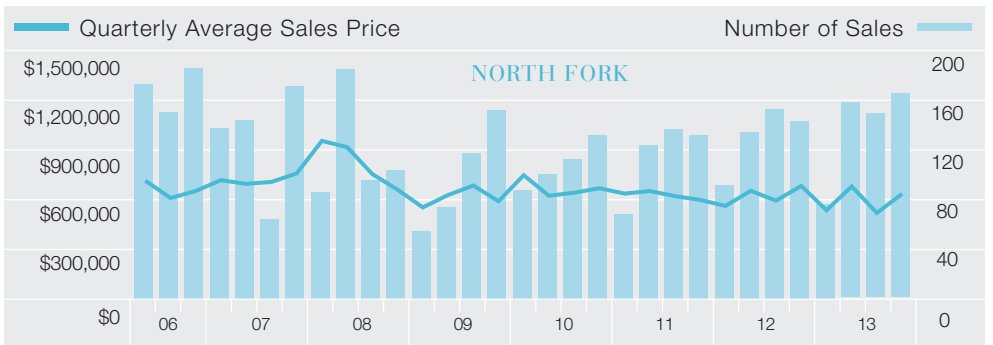
ELLIMAN REPORT

NORTH FORK

- Number of sales reached highest total in more than 5 years as price indicators skewed lower** The number of sales increased 14.4% to 167 from the same period last year. This was the highest quarterly total since the second quarter of 2008. The number of sales above \$1,000,000 fell 32% over the same period. Median sales price declined 6% to \$453,500, largely from the shift in the mix to lower priced sales.
- Nominal decline of inventory as market pace moved faster** Listing inventory slipped 1.5% to 455 from the prior year quarter. The combination of rising sales and sliding inventory pressed the absorption rate faster, falling by 1.3 to 8.2 months from the prior year quarter.
- Days on market and listing discount fell below prior year levels** Days on market was 53 days faster, falling to 148 days from the same period last year. Listing discount declined 2.7% to 6.7% over the same period.

North Fork Market Matrix	4Q-2013	%Chg (QRT)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$634,826	22.7%	\$517,420	-7.1%	\$683,563
Median Sales Price	\$453,500	10.6%	\$410,000	-6.0%	\$482,500
Number of Sales (Closed)	167	10.6%	151	14.4%	146
Days on Market (From Last List Date)	148	10.4%	134	-26.4%	201
Listing Discount (From Last List Price)	6.7%		7.0%		9.4%
Listing Inventory (active)	455	-23.3%	593	-1.5%	462
Absorption Rate (mos)	8.2	-30.5%	11.8	-13.7%	9.5

Year -to-Date	4Q-2013	%Chg (QRT)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$601,642	N/A	N/A	-4.1%	\$627,493
Median Sales Price	\$450,000	N/A	N/A	4.7%	\$430,000
Number of Sales (Closed)	556	N/A	N/A	4.3%	533



The key attributes of the North Fork housing market continued to skew to lower priced properties, echoing results from the prior quarter, pressing the price indicators below prior year levels. Median sales price fell 6% to \$453,500 from the prior year quarter. Average sales price followed the same pattern, falling 7.1% to \$634,826. Median sales price fell across all price indicators by quintile as a result of the skew.

The market share of sales above \$1,000,000 fell to 10.2%, down 6.9% from the prior year quarter. The number of sales in the same subset fell 32%. Despite the shift in the mix, the final quarter of 2013 still saw more sales than the same period last year. The overall number of sales increased 14.4% to 167. This was the highest quarterly total since the second quarter of 2008 before the "Lehman tipping point" that same year in the fall of 2008. Listing inventory

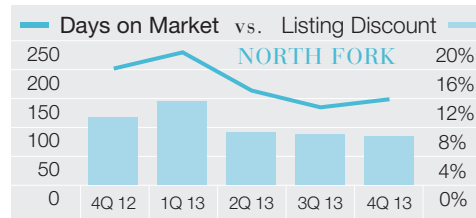
declined nominally over the same period. There were 455 listings at the end of the fourth quarter, 1.5% less than the prior year quarter. As a result of the rise in sales and decline of inventory, the pace of the market quickened. The absorption rate, the number of months to sell all listing inventory at the current rate of sales was 1.3 months faster than the prior year quarter, falling to 8.2 months. The rise in sales and modest slide in supply resulted in faster marketing times and

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less negotiability between buyers and sellers. Days on market, the number of days from the last price change to the contract date fell 26.4% to 148 days from the prior year quarter. Listing discount, the percentage difference between the list price at the time of contract and the sales price fell to 6.7% from 9.4% in the same period last year.

Quintiles	Med. Sales Price	%Change (YR)
5/5	\$1,150,000	-11.6%
4/5	\$625,000	-2.3%
3/5	\$453,500	-6.0%
2/5	\$372,500	6.7%
1/5	\$232,500	-3.1%



CONDOS

Inventory declined faster than sales

From the prior year quarter, the number of sales fell by 4 to 6, more reflective of the nominal market size of this property type. Listing inventory fell by 34.8% to 15 over the same period.

- Price indicators continued to climb above prior year levels** Median sales price increased 7.2% to \$316,250 from the same period last year.

Condos Market Matrix	4Q-2013	%Chg (QRT)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$355,417	-7.9%	\$386,111	6.0%	\$335,200
Median Sales Price	\$316,250	-13.4%	\$365,000	7.2%	\$295,000
Number of Sales (Closed)	6	-33.3%	9	-40.0%	10
Days on Market (From Last List Date)	172	164.6%	65	67.0%	103
Listing Discount (From Last List Price)	1.6%		5.2%		7.3%
Listing Inventory (active)	15	-34.8%	23	-34.8%	23
Absorption Rate (mos)	7.5	-2.6%	7.7	8.7%	6.9

LUXURY

- Price indicators fell below last year's "fiscal-cliff" related jump** Median sales price fell 15.7% to \$1,674,500 from the same period last year. Average sales price reflected the same pattern, falling 11.1% to \$2,031,531 over the same period.

- Listing inventory unchanged from prior year levels** There were 64 listings in inventory at the end of the fourth quarter, the same total the prior year quarter. The pace of the market remained similar as the absorption rate decreased to 12 months from 12.8 months over the same period.

- Days on market and listing discount fell sharply** The time to sell a property was two months faster than the prior year quarter. The negotiability between buyers and sellers dropped to 6% from 15.8% over the same period.

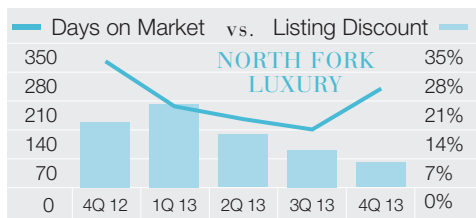
Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

Luxury Market Matrix	4Q-2013	%Chg (QRT)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$2,031,531	46.7%	\$1,384,398	-11.1%	\$2,284,637
Median Sales Price	\$1,674,500	50.9%	\$1,110,000	-15.7%	\$1,987,500
Number of Sales (Closed)	16	14.3%	14	6.7%	15
Days on Market (From Last List Date)	239	70.7%	140	-21.6%	305
Listing Discount (From Last List Price)	6.0%		9.0%		15.8%
Listing Inventory (active)	64	-54.3%	140	0.0%	64
Absorption Rate (mos)	12.0	-60.0%	30.0	-6.3%	12.8

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

Current Quarter		Prior Quarter		Prior Year Quarter	
Shelter Island (4)	\$2,817,500	East Marion (2)	\$2,527,500	Southold (4)	\$2,645,000
Dering Harbor (1)	\$2,650,000	Orient (2)	\$1,375,000	Shelter Island (7)	\$2,446,786
Mattituck (2)	\$2,150,000	Cutchogue (3)	\$1,366,667	Cutchogue (1)	\$2,286,055
Orient (1)	\$1,750,000	Mattituck (1)	\$1,200,000	East Marion (2)	\$1,425,500
Southold (5)	\$1,621,100	Laurel (1)	\$1,120,000	Peconic (1)	\$1,425,000

Quintiles	Med. Sales Price	%Change (YR)
5/5	\$2,850,000	-17.4%
4/5	\$2,350,000	-11.5%
3/5	\$1,674,500	-15.7%
2/5	\$1,273,000	-17.9%
1/5	\$1,237,500	-8.3%



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