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# TOWN & COUNTRY HAMPTONS 2ND QUARTER 2016 HOME SALES REPORT

The numbers are in — raising eyebrows mind you!

The second three months of 2016 proved challenging for many of the 12 individual markets monitored by **TOWN & COUNTRY**. All three criteria in the analysis showed significant drops. The **Number of Home Sales** dropped in eight of the 12 hamlets and the **Total Homes Sales Volume** and **Median Home Sales Price** both realized declines in nine of the 12 locales.

**Southampton Village** and **East Hampton Village**, two prime crown jewels of Hamptons Real Estate, both suffered significant declines in all three criteria. In fact, **East Hampton Village's** drop of 53% in **Total Homes Sales Volume** (\$95M to \$45M year to year) was the greatest of all markets, with **Southampton Village** not far behind dropping 48% from \$86M to \$45M.

Reviewing last year's **TOWN & COUNTRY'S** 2nd Quarter **Home Sales Report**, you will notice 2015 experienced a similar set of declines when compared to 2014. Hopefully, this is not a trend!

Thankfully, the report was not all doom and gloom. **Sag Harbor Area (which includes Noyack and North Haven)** posted the highest gains in the **Number of Home Sales** at a 100% leap from 17 in 2015 to 34 in 2016. Further, the **Total Homes Sales Volume** rose from \$23.5M to \$58M.

**Sag Harbor Village** and **Shelter Island** both showed strong growth in the **Number of Home Sales**, **Total Homes Sales Volume** and **Median Home Sales Price**. Is there a shift in focus to the quaint boutique markets from the estate sections, or is it a function of price?

The darling hamlet of **Amagansett** experienced an unexpected pull back in activity with 35% fewer homes trading hands — this certainly is not due to a lack of interest, but rather a price sensitivity with **Median Home Sales Prices** nearing \$2M inclusive of both north and south of the highway.

Viewing **All Hamptons Markets Combined** and you will see plenty of red. In fact only one of the eight price ranges monitored by **TOWN & COUNTRY** saw gains — an anemic 5% increase in the **Number of Home Sales**, \$500,000 - \$999,000 the most popular price category.

*"While the 2nd Quarter Home Sales Report proved what I have said about the \$10M and up price categories being hit the hardest, I do anticipate the next three months will see a seasonal up tick on the high end. Though, it is the stock market trajectory that dictates Hamptons high end sales. Just another cycle."* states Judi A. Desiderio, President.

To view all reports visit [TownAndCountryHamptons.com/Reports](http://TownAndCountryHamptons.com/Reports).

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# Hamptons 2016 Second Quarter Statistics

## Sag Harbor Area

(Includes Noyack and North Haven)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	34	57,825,131	1,191,700	1	13	9	7	2	2	-	-
Change	+100%	+146.20%	-13.33%	-	+160%	-	+133%	-	-	-	-
2nd Q 2015	17	23,487,500	1,375,000	-	5	9	3	-	-	-	-

## Sag Harbor Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	17	29,567,215	1,425,000	-	7	5	3	1	1	-	-
Change	+55%	+55.11%	+37.02%	-100%	+75%	+150%	-	-	-	-	-
2nd Q 2015	11	19,062,499	1,040,000	1	4	2	3	1	-	-	-

## Shelter Island

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	19	24,277,810	950,000	4	6	6	2	1	-	-	-
Change	+46%	+103.90%	+26.67%	+100%	-25%	+200%	+100%	-	-	-	-
2nd Q 2015	13	11,906,900	750,000	2	8	2	1	-	-	-	-

## Southampton Area

(Includes North Sea)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	39	46,069,984	750,000	6	19	9	3	2	-	-	-
Change	-13%	-22.88%	-30.36%	-14%	+27%	-40%	-50%	-	-	-	-
2nd Q 2015	45	59,735,035	1,077,000	7	15	15	6	2	-	-	-

## Southampton Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	17	45,253,889	1,650,000	-	4	8	1	1	3	-	-
Change	-26%	-47.58%	-21.43%	-	-	+60%	-67%	-80%	-40%	-100%	-
2nd Q 2015	23	86,329,207	2,100,000	-	4	5	3	5	5	1	-

## Westhampton

(Includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	65	82,076,583	782,500	11	32	13	6	1	1	1	-
Change	-18%	-29.72%	-36.12%	-21%	+60%	-54%	-40%	-75%	-67%	-	-
2nd Q 2015	79	116,792,111	1,225,000	14	20	28	10	4	3	-	-

## Hampton Bays

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	43	22,853,308	416,000	29	9	4	1	-	-	-	-
Change	-7%	-5.88%	-1.83%	-15%	-	+100%	-	-	-	-	-
2nd Q 2015	46	24,280,390	423,750	34	9	2	1	-	-	-	-

## Amagansett

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	11	37,737,500	1,937,500	-	1	5	-	2	3	-	-
Change	-35%	-15.49%	-2.52%	-	-67%	-17%	-100%	-33%	-	-100%	-
2nd Q 2015	17	44,652,500	1,987,500	-	3	6	4	3	-	1	-

## Bridgehampton

*(Includes Water Mill and Sagaponack)*

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	37	128,444,224	2,300,000	1	4	12	6	5	7	2	-
Change	-16%	-29.58%	+4.19%	-80%	-20%	+20%	-	-	-22%	-33%	-100%
2nd Q 2015	44	182,409,100	2,207,500	5	5	10	6	5	9	3	1

## East Hampton Area

*(Includes Wainscott)*

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	96	128,975,179	997,000	10	39	34	9	2	2	-	-
Change	-	-1.19%	+11.40%	+100%	-26%	+31%	+29%	-50%	-	-100%	-
2nd Q 2015	96	130,528,302	895,000	5	53	26	7	4	-	1	-

## East Hampton Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	12	44,730,000	2,375,000	1	-	1	6	2	1	1	-
Change	-14%	-52.68%	-54.11%	-	-100%	-50%	+100%	+100%	-67%	-75%	-
2nd Q 2015	14	94,527,118	5,175,000	-	1	2	3	1	3	4	-

## Montauk

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	27	35,128,500	1,250,000	-	13	10	4	-	-	-	-
Change	-4%	-4.47%	+19.33%	-100%	-	-17%	+300%	-	-100%	-	-
2nd Q 2015	28	36,771,400	1,047,500	1	13	12	1	-	1	-	-

## The Hamptons (All Markets Combined)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
2nd Q 2016	417	682,939,323	999,000	63	147	116	48	19	20	4	-
Change	-4%	-17.77%	-9.18%	-9%	+5%	-3%	-	-24%	-5%	-60%	-100%
2nd Q 2015	433	830,482,062	1,100,000	69	140	119	48	25	21	10	1