

TOWN & COUNTRY HAMPTONS 3RD QUARTER 2016 HOME SALES REPORT

2016 3rd Quarter Home Sales in the Hamptons was, well frankly... all over the place. This year to year statistical comparison shows definite signs of growth.

East Hampton Village set a new high watermark for **Median Home Sales Price** at \$5.25M. All 8 home sales during these months were over \$2M — “very impressive **Median Home Sales Price**, possibly a national statistic”, states Judi Desiderio, Chief Executive Officer.

Hot **Montauk**, more than doubled the amount of home sales from 8 in 2015 to 17 in 2016. Furthermore, the **Total Home Sales Volume** tripled year over year with a 198% leap to nearly \$28M from \$9M.

The Bridgehampton market (which includes WaterMill and Sagaponack) remained the top earner with \$125M trading hands during July, August and September of this year. The **Median Home Sales Price** was a solid \$3.9M, a 42% jump from last year’s \$2.75M.

All Hamptons Markets Combined showed a respectable increase of 5% in the **Number of Home Sales** and a rise of 8.5% in **Total Home Sales Volume**, yet the **Median Home Sales Price** dropped 13% to only \$850,000. Looking back at our last bull market of 2014 and clearly you see the pull back since then when 410 homes close, with \$760 million trading hands.

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Judi A. Desiderio, CEO
jd@TownAndCountryHamptons.com
631.324.8080

* Source: The Long Island Real Estate Report

** All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice.

Hamptons 2016 Third 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+
3rd Q 2016	24	74,841,454	1,325,000	4	4	8	2	1	4	-	1
Change	-11%	+158.28%	+57.93%	+33%	-73%	+33%	-33%	-	-	-	-
3rd Q 2015	27	28,976,394	839,000	3	15	6	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+
3rd Q 2016	16	35,174,198	1,537,500	-	2	9	2	2	1	-	-
Change	+23%	+3.94%	-3.91%	-100%	-50%	+125%	+100%	-	-	-100%	-
3rd Q 2015	13	33,841,700	1,600,000	1	4	4	1	2	-	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+
3rd Q 2016	12	18,171,756	950,000	1	6	3	1	-	1	-	-
Change	-	+38.55%	+15.94%	-	-25%	+50%	-	-	-	-	-
3rd Q 2015	12	13,115,249	819,375	1	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+
3rd Q 2016	28	35,790,242	893,750	5	11	6	5	-	1	-	-
Change	-33%	-35.58%	+3.84%	+400%	-54%	-50%	+67%	-100%	-	-	-
3rd Q 2015	42	55,554,591	860,740	1	24	12	3	1	1	-	-

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+
3rd Q 2016	10	29,596,847	2,125,000	-	3	1	3	1	2	-	-
Change	-33%	-35.85%	+5.62%	-100%	-	-67%	-	-67%	+100%	-100%	-
3rd Q 2015	15	46,137,000	2,012,000	1	3	3	3	3	1	1	-

Westhampton

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

	# 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+
3rd Q 2016	61	56,989,789	690,000	20	22	12	7	-	-	-	-
Change	+97%	+25.70%	-29.23%	+900%	+38%	+100%	+40%	-100%	-100%	-	-
3rd Q 2015	31	45,336,473	975,000	2	16	6	5	1	1	-	-

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+
3rd Q 2016	38	19,239,317	433,288	23	14	1	-	-	-	-	-
Change	+6%	-8.76%	-6.42%	+15%	+17%	-75%	-	-	-	-	-
3rd Q 2015	36	21,086,000	463,000	20	12	4	-	-	-	-	-

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+
3rd Q 2016	8	31,295,000	1,372,500	-	2	4	-	-	1	1	-
Change	-33%	-20.75%	-40.33%	-100%	-	-	-100%	-100%	-	-	-
3rd Q 2015	12	39,490,000	2,300,000	1	-	4	4	1	1	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+
3rd Q 2016	27	125,096,550	3,900,000	2	1	6	3	3	10	1	1
Change	-27%	-6.86%	+41.82%	+100%	-67%	+20%	-81%	-40%	+100%	-50%	-
3rd Q 2015	37	134,310,752	2,750,000	1	3	5	16	5	5	2	-

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+
3rd Q 2016	59	52,453,367	820,000	9	34	14	2	-	-	-	-
Change	+7%	-12.84%	-4.65%	+13%	+36%	-22%	-33%	-100%	-	-	-
3rd Q 2015	55	60,178,680	860,000	8	25	18	3	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+
3rd Q 2016	8	44,855,600	5,250,000	-	-	-	3	1	3	1	-
Change	+60%	+118.67%	+123.40%	-	-	-100%	+50%	-	+50%	-	-
3rd Q 2015	5	20,513,000	2,350,000	-	-	1	2	-	2	-	-

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+
3rd Q 2016	17	27,456,000	875,000	1	8	4	2	-	2	-	-
Change	+113%	+198.42%	-14.45%	-	+167%	+33%	+100%	-	-	-	-
3rd Q 2015	8	9,200,500	1,022,750	1	3	3	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+
3rd Q 2016	308	550,960,120	850,000	65	107	68	30	8	25	3	2
Change	+5%	+8.51%	-12.82%	+63%	-5%	-	-29%	-43%	+127%	-40%	-
3rd Q 2015	293	507,740,339	975,000	40	113	68	42	14	11	5	-