

TOWN & COUNTRY HAMPTONS 4TH QUARTER 2016 HOME SALES REPORT

How the mighty have fallen!

The last 3 months of 2016 were NOT good for the Hamptons real estate markets.

11 of the 12 individual markets monitored by **TOWN & COUNTRY** experienced declines in the **Number of Home Sales** with the hardest hit being starlets **East Hampton Village** with a 46% drop and **Bridgehampton** (which includes **Water Mill** and **Sagaponack**) with a whopping 56% free fall. In turn, these two markets also experienced the worst losses in **Total Home Sales Volume** with **Bridgehampton** (which includes **Water Mill** and **Sagaponack**) down -70% from \$305 million trading hands in the 4th Quarter 2015 to a scant \$92 million for the same 3 months a year later, and **East Hampton Village** sank like a stone by -81% from \$120 million to just \$22.7 million year to year, 4th quarter.

Enough of the bad news, while the **Number of Home Sales** and **Total Home Sales Volume** were both poor performers in the 4th quarter, 2016, the **Median Home Sales Price** rose in half the markets monitored by **TOWN & COUNTRY**. In fact, **Montauk**, which remains one of the hottest markets, experienced a 61% leap in **Median Home Sales Price** 2015 to 2016 4th quarter from \$815,000 to \$1.315 million respectively. Prices are obviously going up in **Montauk** — “simply put, the supply is never going to out weigh the demand since Montauk is surrounded on 3 sides by ocean.”

Looking at **All Hamptons Markets Combined** and you clearly see activity in Hamptons home sales was pretty much on hold toward the end of 2016, particularly \$10 million and up, where there were 14 closings in the last 3 months of 2015 vs. only 5 in 2016.

The good news is all 8 **TOWN & COUNTRY** offices are reporting heightened activity since the election and I predict 2017 will be a much better year than 2016.

To view all reports visit TownAndCountryHamptons.com/Reports.

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*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 Fourth 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+
4th Q 2016	19	30,525,833	1,070,000	2	5	9	1	-	2	-	-
Change	-32%	-22.67%	-27.46%	-33%	-44%	-25%	-67%	-100%	-	-	-
4th Q 2015	28	39,475,550	1,475,000	3	9	12	3	1	-	-	-

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+
4th Q 2016	14	23,121,000	1,475,000	-	4	5	5	-	-	-	-
Change	-13%	-22.06%	+11.53%	-	-20%	-17%	+150%	-100%	-100%	-	-
4th Q 2015	16	29,666,495	1,322,500	-	5	6	2	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+
4th Q 2016	12	25,282,900	1,672,500	-	3	4	2	3	-	-	-
Change	-33%	+10.23%	+73.41%	-100%	-63%	-	-50%	-	-	-	-
4th Q 2015	18	22,937,101	964,500	2	8	4	4	-	-	-	-

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+
4th Q 2016	29	44,871,400	1,295,000	2	10	10	6	-	1	-	-
Change	+12%	+21.93%	+48.42%	-	-33%	+150%	+100%	-	-50%	-	-
4th Q 2015	26	36,800,432	872,500	2	15	4	3	-	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+
4th Q 2016	20	84,924,233	3,377,500	-	-	5	6	4	3	2	-
Change	-13%	+14.35%	+41.61%	-	-100%	-38%	-	+33%	-	+100%	-
4th Q 2015	23	74,267,500	2,385,000	-	2	8	6	3	3	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+
4th Q 2016	57	74,972,231	772,500	13	23	11	6	1	3	-	-
Change	-5%	-15.12%	-11.54%	+8%	+5%	-31%	-14%	-50%	-	-100%	-
4th Q 2015	60	88,322,269	873,245	12	22	16	7	2	-	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+
4th Q 2016	31	16,194,073	450,000	18	10	3	-	-	-	-	-
Change	-21%	-9.62%	+15.83%	-36%	-	+200%	-	-	-	-	-
4th Q 2015	39	17,918,500	388,500	28	10	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+
4th Q 2016	13	37,835,623	1,957,248	-	2	5	3	-	3	-	-
Change	-7%	-2.35%	-23.99%	-100%	-	+150%	-50%	-100%	+50%	-	-
4th Q 2015	14	38,747,000	2,575,000	2	-	2	6	2	2	-	-

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+
4th Q 2016	24	91,693,642	2,925,000	1	-	5	10	3	3	2	-
Change	-56%	-69.91%	-25.95%	-	-100%	-50%	+25%	-63%	-80%	-71%	-100%
4th Q 2015	55	304,699,600	3,950,000	-	6	10	8	8	15	7	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+
4th Q 2016	50	70,126,250	858,250	4	29	11	2	2	1	1	-
Change	-34%	-43.84%	-4.59%	-60%	-17%	-35%	-75%	-50%	-	-	-100%
4th Q 2015	76	124,875,823	899,500	10	35	17	8	4	1	-	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+
4th Q 2016	7	22,675,000	2,200,000	-	2	1	2	-	2	-	-
Change	-46%	-81.20%	-44.93%	-	-	-67%	-	-100%	-33%	-	-100%
4th Q 2015	13	120,610,000	3,995,000	-	-	3	2	3	3	-	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+
4th Q 2016	13	23,332,000	1,315,000	-	5	6	-	1	1	-	-
Change	-32%	-35.24%	+61.35%	-100%	-44%	+100%	-100%	-	-	-100%	-
4th Q 2015	19	36,029,000	815,000	1	9	3	5	-	-	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+
4th Q 2016	289	545,554,185	1,115,000	40	93	75	43	14	19	5	-
Change	-25%	-41.61%	-7.08%	-33%	-23%	-13%	-20%	-44%	-30%	-50%	-100%
4th Q 2015	387	934,349,270	1,200,000	60	121	86	54	25	27	10	4