

# TOWN & COUNTRY

## HAMPTONS 3RD QUARTER 2017

### HOME SALES REPORT

The 3rd Quarter, **Hamptons Homes Sales Report**, was akin to watching a collection of super balls bouncing in all different directions simultaneously. That said, analyzing, the data for these 3 months in this year to year comparison, yields some important insights.

The most glaring of which is that the \$10-\$20M price range found its groove again — whew — with 133% year over year explosion from 3 in 2016 to 7 in 2017, 3rd quarter. The kicker is 6 of the 7 home sales \$10-20M were in the **Bridgehampton area (which includes Water Mill and Sagaponack)** - 2 in Bridgehampton, 1 in Sagaponack and 3 in Water Mill. A dazzling statistical fact; **Bridgehampton area (which includes Water Mill and Sagaponack)** accounted for over 26% of the **Total Home Sales Volume** for the entire region! \$158M of the \$596M posted for the 3rd Quarter.

Both of the 2 sales over \$20M occurred in **East Hampton Village** — no surprise there, as East Hampton's Estate section, historically, posts the high watermark most years. But 2017 won't shatter the ceiling as these two sales were "only" \$29M (11 Lily Pond Lane) and \$25.925M (81 Briar Patch). A far cry from the prior ceilings of well over \$100M.

**East Hampton Village** posted the highest **Median Home Sales Price** at \$4,437,500. Impressive, yet 15% less than last year's at \$5.25M. Leaps and bounds over the next highest **Median Home Sales Price** in **Bridgehampton area (which includes Water Mill and Sagaponack)** at \$2.71M.

On the dark side, **Sag Harbor area (which includes Noyack and North Haven)** went out to sea for three months! The **Number of Home Sales** tanked by nearly 30% and the **Total Home Sales Volume** sank like an anchor at nearly 60%. Closer scrutiny over the 8 price categories monitored by **TOWN & COUNTRY** and clearly you see why... there were no sales \$5M and up. None, zero, zip!

Collectively, we know why sales under \$500K went down —there simply are few to none — but why the \$5-10M price range dropped 56%, from 25 in 2016 to 11 in 2017, needs to be explored further.

In closing, looking at **All Hamptons Markets Combined** and we see the 3rd Quarter was a healthy quarter for Hampton Home Sales. There were approximately 8% increases in all 3 criteria monitored by **TOWN & COUNTRY** — **Number of Home Sales**, **Total Home Sales Volume** and **Median Home Sales Price**.

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## Hamptons 2017 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 2017	17	31,001,021	1,400,000	1	2	10	1	3	-	-	-
Change	-29%	-58.58%	+5.66%	-75%	-50%	+25%	-50%	+200%	-100%	-	-100%
3rd Q 2016	24	74,841,454	1,325,000	4	4	8	2	1	4	-	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+
3rd Q 2017	14	28,523,801	1,380,000	-	6	2	4	-	2	-	-
Change	-13%	-18.91%	-10.24%	-	+200%	-78%	+100%	-100%	+100%	-	-
3rd Q 2016	16	35,174,198	1,537,500	-	2	9	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+
3rd Q 2017	9	6,177,000	725,000	2	6	1	-	-	-	-	-
Change	-25%	-66.01%	-23.68%	+100%	-	-67%	-100%	-	-100%	-	-
3rd Q 2016	12	18,171,756	950,000	1	6	3	1	-	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 2017	40	45,242,387	822,000	7	18	11	3	-	1	-	-
Change	+43%	+26.41%	-8.03%	+40%	+64%	+83%	-40%	-	-	-	-
3rd Q 2016	28	35,790,242	893,750	5	11	6	5	-	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 2017	10	28,475,500	1,875,000	-	1	4	3	1	-	1	-
Change	-	-3.79%	-11.76%	-	-67%	+300%	-	-	-100%	-	-
3rd Q 2016	10	29,596,847	2,125,000	-	3	1	3	1	2	-	-

### 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+
3rd Q 2017	63	78,003,475	899,000	13	26	13	8	3	-	-	-
Change	+3%	+36.87%	+30.29%	-35%	+18%	+8%	+14%	-	-	-	-
3rd Q 2016	61	56,989,789	690,000	20	22	12	7	-	-	-	-

### 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 2017	41	20,666,118	440,000	25	15	1	-	-	-	-	-
Change	+8%	+7.42%	+1.55%	+9%	+7%	-	-	-	-	-	-
3rd Q 2016	38	19,239,317	433,288	23	14	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+
3rd Q 2017	8	19,563,351	2,025,000	-	3	1	3	-	1	-	-
Change	-	-37.49%	+47.54%	-	+50%	-75%	-	-	-	-100%	-
3rd Q 2016	8	31,295,000	1,372,500	-	2	4	-	-	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 2017	35	157,846,974	2,710,000	-	5	9	8	2	5	6	-
Change	+30%	+26.18%	-30.51%	-100%	+400%	+50%	+167%	-33%	-50%	+500%	-100%
3rd Q 2016	27	125,096,550	3,900,000	2	1	6	3	3	10	1	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+
3rd Q 2017	70	80,992,975	887,368	8	36	19	5	1	1	-	-
Change	+19%	+54.41%	+8.22%	-11%	+6%	+36%	+150%	-	-	-	-
3rd Q 2016	59	52,453,367	820,000	9	34	14	2	-	-	-	-

## 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 2017	8	78,439,000	4,437,500	-	1	1	1	2	1	-	2
Change	-	+74.87%	-15.48%	-	-	-	-67%	+100%	-67%	-100%	-
3rd Q 2016	8	44,855,600	5,250,000	-	-	-	3	1	3	1	-

## 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 2017	19	21,302,204	915,110	1	12	4	2	-	-	-	-
Change	+12%	-22.41%	+4.58%	-	+50%	-	-	-	-100%	-	-
3rd Q 2016	17	27,456,000	875,000	1	8	4	2	-	2	-	-

## 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 2017	334	596,233,806	917,555	57	131	76	38	12	11	7	2
Change	+8%	+8.22%	+7.95%	-12%	+22%	+12%	+27%	+50%	-56%	+133%	-
3rd Q 2016	308	550,960,120	850,000	65	107	68	30	8	25	3	2