

TOWN & COUNTRY

HAMPTONS 1ST QUARTER 2018

HOME SALES REPORT

The first three months of 2018 were good to our Hamptons markets. The trend is set.

While there are small statistical changes in niche markets like Shelter Island, Montauk and Sag Harbor Village, sale performance is solid. Because the number of trades are so small in these niche markets (8 for Shelter Island, 11 for Montauk and 10 for Sag Harbor Village) the percentage statistic can swing wildly. For instance on Shelter Island there was only 1 less home sale year to year in price category of \$5M to \$9.99M (1 in 2017 and none in 2018) which resulted in a 45% drop in **Total Home Sales Volume**.

Bridgehampton (which includes Water Mill and Sagaponack) remains a strong driver with 64% more home sales and 96% greater **Total Home Sales Volume** - the greatest **Total Home Sales Volume** of any Hamptons market at \$166,722,319. IMPRESSIVE!

A deeper analysis into the 8 different price categories monitored by **TOWN & COUNTRY** shows **Bridgehampton (which includes Water Mill and Sagaponack)** logged the most **Number of Home Sales** in 4 of the 5 top price categories including 2 of the 4 sales over \$20M — 719 Ocean Road, Bridgehampton at \$22,711,119 (odd number?) and Villa Maria, Water Mill at \$26.1M.

The golden child is **East Hampton Village**, shattering records! The **Median Home Sales Price** was \$7.625, a 154% leap over the \$3M **Median Home Sales Price** year over year 1st quarter. The **Total Home Sales Volume** rocketed 375% from \$16.772 in 2017 to \$79.65 in 2018 same period.

Looking at **All Hamptons Markets Combined**, the trend is clear! The 1st quarter of 2018 was one of the best we've seen in years, particularly for the high end with 300% more home sales over \$20M and 20% more homes sold resulting in 32% greater **Total Home Sales Volume** — a predictable trend since the stock market closed out 2017 up 25% and the benefits of the new tax code's positive influence on our clientele.

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Hamptons 2018 First 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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	20	27,597,375	1,370,000	-	6	11	3	-	-	-	-
Change	-	-37.70%	-13.08%	-100%	+50%	+57%	-40%	-	-100%	-	-
1st Q 2017	20	44,295,736	1,576,250	2	4	7	5	-	2	-	-

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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	10	14,381,500	1,237,500	-	3	6	1	-	-	-	-
Change	+25%	-27.65%	-26.12%	-	+200%	+20%	-	-	-100%	-	-
1st Q 2017	8	19,879,000	1,675,000	-	1	5	1	-	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	8	8,191,857	997,000	-	5	3	-	-	-	-	-
Change	-11%	-44.56%	+32.05%	-	-29%	+200%	-	-	-100%	-	-
1st Q 2017	9	14,776,880	755,000	-	7	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	40	56,502,504	1,232,500	6	12	14	6	1	1	-	-
Change	+43%	+43.31%	+13.18%	+100%	+20%	+133%	-14%	-50%	-	-	-
1st Q 2017	28	39,427,000	1,089,000	3	10	6	7	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	16	72,813,000	1,612,500	-	5	4	2	1	3	-	1
Change	+23%	-4.90%	-57.00%	-	+400%	+100%	-	-75%	-	-	-
1st Q 2017	13	76,565,500	3,750,000	-	1	2	2	4	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	48	68,289,250	874,500	13	14	10	7	2	2	-	-
Change	-8%	+15.04%	-3.66%	+44%	-42%	-17%	+17%	+100%	-	-	-
1st Q 2017	52	59,360,000	907,750	9	24	12	6	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	33	15,973,849	450,000	23	9	1	-	-	-	-	-
Change	+65%	+33.43%	-12.66%	+130%	+29%	-67%	-	-	-	-	-
1st Q 2017	20	11,972,082	515,250	10	7	3	-	-	-	-	-

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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	14	39,418,000	2,012,500	2	1	4	2	2	3	-	-
Change	+27%	+21.44%	-18.69%	-	-	-	-33%	+100%	+50%	-	-
1st Q 2017	11	32,460,000	2,475,000	-	1	4	3	1	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	36	166,722,319	3,250,000	1	2	8	10	6	6	1	2
Change	+64%	+96.11%	-3.53%	-	-33%	+60%	+233%	+20%	+20%	-	-
1st Q 2017	22	85,015,500	3,369,000	-	3	5	3	5	5	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	78	97,086,664	987,500	6	35	30	3	3	1	-	-
Change	+15%	+12.34%	+7.63%	-45%	+46%	+25%	-50%	+50%	-	-	-
1st Q 2017	68	86,419,772	917,500	11	24	24	6	2	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	10	79,650,000	7,625,000	-	2	-	-	1	5	1	1
Change	+100%	+374.90%	+154.17%	-	-	-100%	-100%	-	+400%	-	-
1st Q 2017	5	16,772,000	3,000,000	-	-	1	2	1	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	11	23,260,500	995,000	-	6	1	2	1	1	-	-
Change	-15%	+3.62%	+7.57%	-	-14%	-67%	-	-	-	-	-
1st Q 2017	13	22,448,699	925,000	-	7	3	2	-	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	\$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2018	324	669,886,818	1,132,500	51	100	92	36	17	22	2	4
Change	+20%	+31.51%	+0.59%	+46%	+12%	+26%	-3%	+6%	+29%	+100%	+300%
1st Q 2017	269	509,392,169	1,125,806	35	89	73	37	16	17	1	1