

TOWN & COUNTRY

HAMPTONS 4TH QUARTER 2018

HOME SALES REPORT

The last three months of 2018 was a solid quarter for Hamptons Home Sales with a few pockets of dips.

To get a clear picture of the overall sales activity you need to read this report from the bottom up!

Looking at **All Hamptons Market** combined, you clearly see strength in all three criteria monitored by **TOWN & COUNTRY**. Realized gains - The **Number of Home Sales** up 12%, **Total Home Sales Volume** up 15% and **Median Home Sales Price** up 2%. Six of the eight specific price ranges rose by as much as 67%, with only the \$2 - \$3.49M price range down 14% or 8 less home sales. The \$20M and up had one vs two in year to year.

The glaring **WOW** factor is the \$10 - \$20M up 67%, additionally \$3.5-\$4.99 range was up 32% and \$5-\$9.99M up 25%. Those are inarguable boosts for the high end!

Looking at individual markets, we see **East Hampton Village** regains the crown with a **Median Home Sales Price** of \$4,569,240.

Amagansett **Median Home Sales Price** rocketed up 75% from \$1,467,500 in 2017 to \$2,562,500 in 2018, and the **Number of Home Sales** shot up 83%! While these statistical increases raise eyebrows, truth be told, 2018's 4th Quarter numbers are more indicative of **Amagansett's** norm than the 4th Quarter of 2017 was.

Several markets had significant gains in **Total Home Sales Volume** - **Amagansett** +49%, **Bridgehampton** (which includes Water Mill and Sagaponack) +47%, **Southampton Area** (which includes North Sea) +50%, **East Hampton Village** +46%, **Hampton Bays** +41%, **Montauk** +42%, **Westhampton** (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quiogue) +33%, but the big kahuna was **Sag Harbor Village** with a staggering increase of 141%. The only market which seemed to take a break was **Shelter Island** with 58% fewer **Home Sales** and 73% less **Total Home Sales Volume** - but the silver lining was the **Median Home Sales Price** up 37% to \$1.27M from \$925,000.

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* Source: The Long Island Real Estate Report



Hamptons 2018 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 2018	25	46,559,331	1,250,000	2	6	8	6	2	1	-	-
Change	-24%	-5.71%	+6.97%	+100%	-54%	-33%	+20%	-	-	-	-
4th Q 2017	33	49,380,424	1,168,500	1	13	12	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
4th Q 2018	21	45,743,500	1,500,000	-	7	5	5	2	2	-	-
Change	+50%	+140.81%	+29.03%	-	+17%	-17%	+150%	-	-	-	-
4th Q 2017	14	18,995,500	1,162,500	-	6	6	2	-	-	-	-

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 2018	8	9,994,500	1,270,000	1	2	5	-	-	-	-	-
Change	-58%	-73.03%	+37.30%	-50%	-78%	+67%	-100%	-	-100%	-	-
4th Q 2017	19	37,051,900	925,000	2	9	3	3	-	2	-	-

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 2018	49	65,267,430	850,000	7	27	7	5	1	1	1	-
Change	+58%	+50.30%	-26.09%	+133%	+170%	-30%	-38%	-	-	-	-
4th Q 2017	31	43,424,823	1,150,000	3	10	10	8	-	-	-	-

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 2018	19	88,711,069	3,925,000	1	2	4	1	4	4	3	-
Change	-14%	-39.00%	-8.56%	-	-33%	+100%	-80%	+33%	-20%	+50%	-100%
4th Q 2017	22	145,438,900	4,292,500	-	3	2	5	3	5	2	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+
4th Q 2018	80	118,172,827	875,000	10	39	19	5	3	3	1	-
Change	+23%	+32.68%	+4.17%	-23%	+39%	+73%	-38%	-	+50%	-	-
4th Q 2017	65	89,063,353	840,000	13	28	11	8	3	2	-	-

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 2018	64	38,303,141	485,000	35	23	5	1	-	-	-	-
Change	+56%	+40.92%	-3.00%	+84%	+28%	+150%	-50%	-	-	-	-
4th Q 2017	41	27,181,183	500,000	19	18	2	2	-	-	-	-

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 2018	22	63,250,046	2,562,500	-	2	8	7	2	2	1	-
Change	+83%	+49.08%	+74.62%	-	-33%	+100%	+250%	+100%	-	-50%	-
4th Q 2017	12	42,427,210	1,467,500	-	3	4	2	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
4th Q 2018	36	154,267,958	2,800,000	-	4	11	7	4	7	3	-
Change	+20%	+47.22%	-13.65%	-	-43%	+175%	+40%	-33%	-	+200%	-
4th Q 2017	30	104,788,600	3,242,500	-	7	4	5	6	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 2018	76	119,569,163	1,239,625	5	28	28	11	1	3	-	-
Change	-17%	-1.62%	+39.13%	-55%	-33%	+22%	-	-50%	-	-	-
4th Q 2017	92	121,541,513	891,000	11	42	23	11	2	3	-	-

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 2018	16	92,831,480	4,569,240	1	1	2	1	5	4	1	1
Change	+14%	+45.72%	+14.23%	-	-	-50%	-67%	+150%	-	-	-
4th Q 2017	14	63,706,875	4,000,000	-	-	4	3	2	4	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+
4th Q 2018	27	50,401,100	1,150,000	-	13	8	2	1	3	-	-
Change	+29%	+41.85%	-6.12%	-100%	+117%	-	-60%	-	+200%	-	-
4th Q 2017	21	35,530,499	1,225,000	1	6	8	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 2018	443	893,071,545	1,075,000	62	154	110	51	25	30	10	1
Change	+12%	+14.71%	+1.56%	+24%	+6%	+24%	-14%	+32%	+25%	+67%	-50%
4th Q 2017	394	778,530,780	1,058,500	50	145	89	59	19	24	6	2