

TOWN & COUNTRY

HAMPTONS YEAR END 2018

HOME SALES REPORT

Reflecting back at **Hamptons Home Sales** for 2018 we see relatively stable markets with a few exceptions.

East Hampton Village had an amazing year with a staggering \$4,878,750 **Median Home Sales Price**, a 57.4% leap from \$3,100,000 in 2017. Furthermore, the **Total Home Sales Volume** jumped 30% year-over-year.

East Hampton Area (which includes Wainscott) had the most transfers with 417 and the greatest **Total Home Sales Volume** at \$622,544,443.

Hampton Bays logged the greatest increase in activity with 15% more homes trading hands.

Shelter Island has obviously hit some trade winds with 40% fewer **Home Sales** and 47% less **Total Home Sales Volume**. Conversely, the **Median Home Sales Price** rose 22% from \$820,000 in 2017 to \$999,000 in 2018.

Digging deeper into the specific price ranges and we see a few significant changes year to year. The \$20M dollar and up price range sank 36% from 11 sales in 2017 to 7 in 2018. Conversely, the \$5M to \$9.99M dollar range rose 26% from 92 sales in 2017 to 116 in 2018.

Looking at all **Hamptons Markets Combined** and the statistics show us 2018 was comparable to 2017. Over all of the 3 criteria monitored by **TOWN & COUNTRY**, the market as a whole was basically flat.

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*Source: The Long Island Real Estate Report

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Hamptons 2018 Full Year 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+
2018	129	211,017,694	1,188,000	9	47	41	21	5	5	1	-
Change	-8%	-14.40%	-14.80%	-	+7%	-13%	-22%	-44%	+67%	-	-
2017	140	246,517,046	1,394,296	9	44	47	27	9	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+
2018	76	146,429,525	1,377,000	-	25	25	16	5	5	-	-
Change	-1%	-4.38%	-8.20%	-100%	+32%	-17%	-11%	-	+25%	-	-
2017	77	153,135,801	1,500,000	1	19	30	18	5	4	-	-

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+
2018	45	51,756,607	999,000	2	22	19	2	-	-	-	-
Change	-40%	-47.01%	+21.83%	-80%	-48%	+36%	-60%	-100%	-100%	-	-
2017	75	97,671,280	820,000	10	42	14	5	1	3	-	-

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+
2018	236	298,586,926	875,000	34	107	60	24	5	5	1	-
Change	+6%	+6.15%	-7.89%	+6%	+15%	-	-11%	-44%	+400%	-	-
2017	223	281,281,460	950,000	32	93	60	27	9	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+
2018	87	355,142,927	2,100,000	2	16	24	10	14	11	9	1
Change	-14%	-35.12%	-25.00%	-33%	+129%	-	-60%	+27%	-35%	+13%	-83%
2017	101	547,415,410	2,800,000	3	7	24	25	11	17	8	6

Westhampton

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

	# 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+
2018	364	483,264,986	884,500	60	157	95	30	12	8	2	-
Change	-3%	+2.46%	+8.10%	-35%	+5%	+30%	-29%	-14%	+33%	+100%	-
2017	377	471,679,377	818,260	92	149	73	42	14	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to 19.99M	# Sales \$20M+
2018	280	176,072,836	477,500	152	112	10	3	1	1	1	-
Change	+15%	+25.56%	+0.26%	+13%	+23%	-38%	-	-	-	-	-
2017	244	140,228,488	476,250	134	91	16	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to 19.99M	# Sales \$20M+
2018	75	233,545,154	2,150,000	2	7	25	18	7	14	2	-
Change	+6%	+26.22%	+19.44%	-	-46%	+9%	-	-13%	+180%	-	-
2017	71	185,024,691	1,800,000	2	13	23	18	8	5	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+
2018	194	820,350,636	2,960,000	5	15	48	51	28	29	16	2
Change	+2%	+6.21%	-1.14%	+25%	-38%	+12%	+24%	+8%	-17%	+7%	-
2017	190	772,373,579	2,994,000	4	24	43	41	26	35	15	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+
2018	417	622,544,443	990,000	40	176	134	44	12	9	1	1
Change	-10%	+9.97%	+9.39%	-20%	-19%	+2%	-	+9%	+50%	-	-
2017	461	566,090,679	905,000	50	218	131	44	11	6	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+
2018	62	368,863,192	4,878,750	1	6	4	8	13	22	6	2
Change	+9%	+29.72%	+57.38%	-50%	+50%	-67%	-38%	+18%	+175%	+50%	-33%
2017	57	284,350,815	3,100,000	2	4	12	13	11	8	4	3

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+
2018	87	175,683,083	1,175,000	2	36	26	12	3	7	-	1
Change	-18%	+12.48%	+17.56%	-	-31%	-19%	-25%	-	+75%	-	-
2017	106	156,196,771	999,500	2	52	32	16	-	4	-	-

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+
2018	2,052	3,943,258,009	999,000	309	726	511	239	105	116	39	7
Change	-3%	+1.06%	+0.56%	-9%	-4%	+1%	-14%	-	+26%	+18%	-36%
2017	2,122	3,901,965,397	993,475	341	756	505	279	105	92	33	11