

HAMPTONS MID-YEAR 2020 HOME SALES REPORT

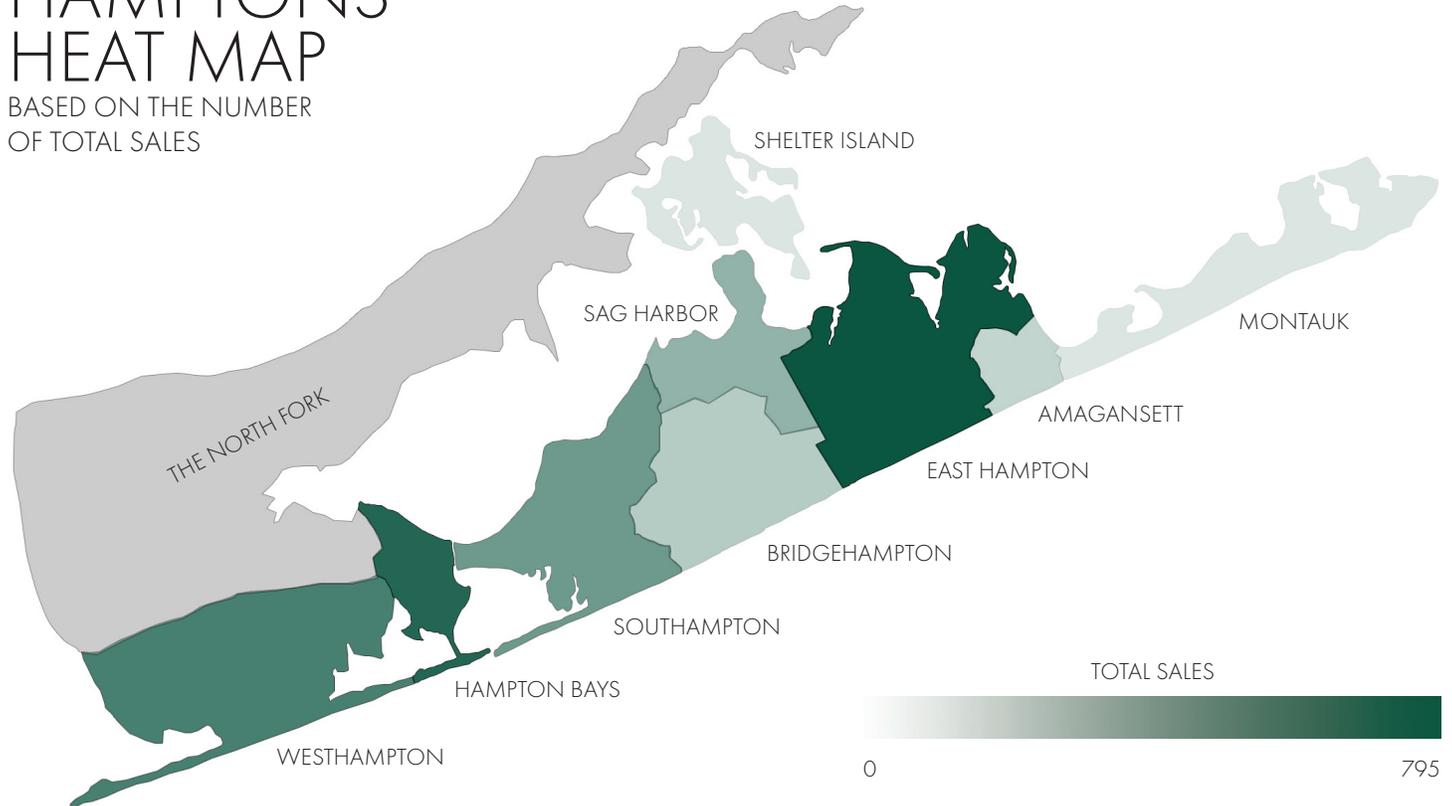
“The first half of 2020 was like no other in my 36 years. Along with so many other businesses, the real estate industry was shut down for months. Even with that time of “stay home,” the Hamptons home sales market showed true strength. Looking at All Hamptons Markets Combined and you see positive advances in all three criteria monitored by Town & Country Real Estate. In fact, the Total Home Sales Volume blew up 34% from \$1,427,917,291 in 2019 to nearly \$2Billion in 2020. Shift your eyes to the right and you see why — sales over \$10M took off!”

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

THE HAMPTONS ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	795	1,913,033,930	1,180,000	70	281	209	121	47	37	21	9
	CHANGE	+9%	+33.97%	+18.59%	-15%	-3%	+21%	+41%	+18%	-10%	+62%	+200%
	Mid-Year 2019	729	1,427,917,291	995,000	82	291	173	86	40	41	13	3

HAMPTONS HEAT MAP

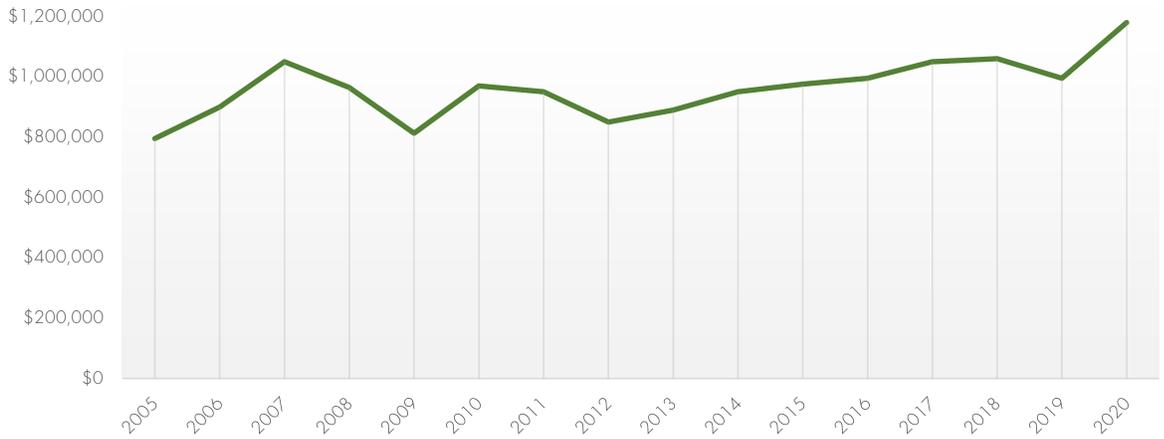
BASED ON THE NUMBER OF TOTAL SALES



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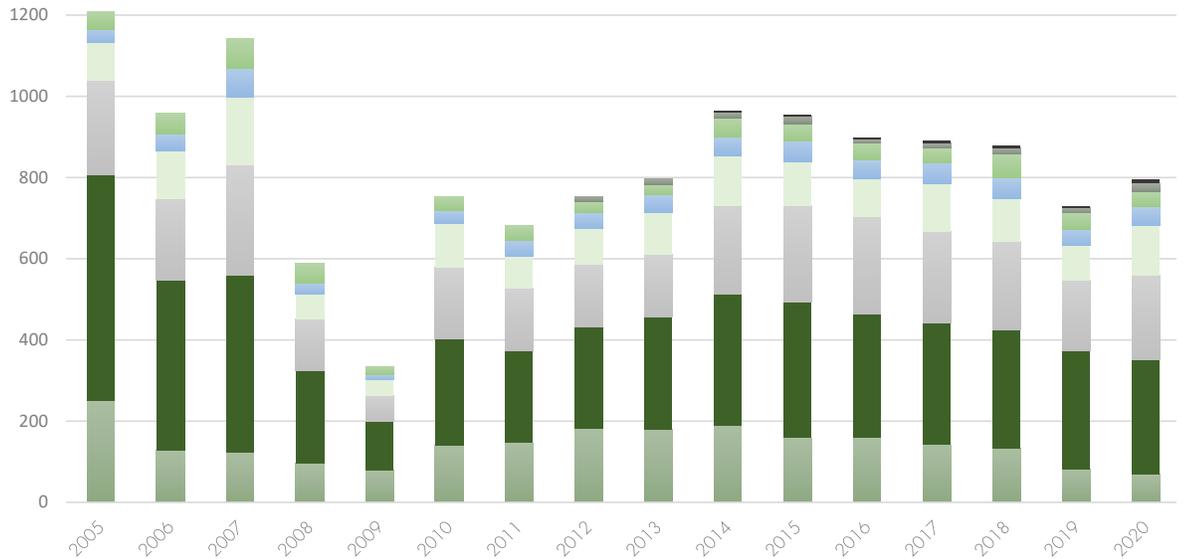
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MEDIAN HOME SALES PRICE



SALES TRENDS

- # Sales \$20M+
- # Sales \$10M - \$19.99M
- # Sales \$5M - \$9.99M
- # Sales \$3.5M - \$4.99M
- # Sales \$2M - \$3.49M
- # Sales \$1M - \$1.99M
- # Sales \$501K - \$999K
- # Sales Under \$500K



TOTAL # OF HOME SALES



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\$7,195,000
Web# 86703

THE END

"Montauk hibernated somewhat for the first half of 2020 compared with the other 11 Hampton markets. The Total Home Sales Volume took a -46.5% dive from from \$95M to \$51 M 2019 to 2020. Yet the Median Home Sales Price remained relatively stable at \$1,185,000 for the first half of this year. Amagansett was relatively flat except for home sales over \$10M and \$20M. Those two home sales helped to lift the Total Home Sales Volume for Amagansett by 21%."

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MONTAUK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	31	50,818,610	1,185,000	2	9	15	2	2	1	-	-
	CHANGE	-26%	-46.52%	-6.14%	-	-44%	-21%	+100%	-	-50%	-100%	-
	Mid-Year 2019	42	95,023,426	1,262,500	-	16	19	1	2	2	2	-

AMAGANSETT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	25	99,744,000	2,275,000	-	-	10	6	4	3	1	1
	CHANGE	-4%	+21.36%	-10.57%	-	-100%	+67%	-	-33%	-40%	-	-
	Mid-Year 2019	26	82,186,500	2,543,750	-	3	6	6	6	5	-	-

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\$4,995,000
Web# 864968

EAST HAMPTON

"East Hampton Village kept the heat up on the run to the top with the highest Median Home Sales Price of \$4,412,500 for all Hamptons Markets. East Hampton Area (which includes Wainscott) had a strong first six months and logged the greatest number of home sales with 180 transfers. That was a 29% increase year over year."

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EAST HAMPTON AREA <small>INCLUDES WAINSCOTT</small>	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	Mid-Year 2020	180	267,208,852	999,750	7	84	54	24	7	3	1	-
	CHANGE	+29%	+24.17%	-7.43%	-	+42%	+6%	+50%	+250%	-25%	-	-
	Mid-Year 2019	140	215,187,554	1,080,000	7	59	51	16	2	4	1	-

EAST HAMPTON VILLAGE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	Mid-Year 2020	24	177,875,018	4,412,500	-	1	3	6	3	7	2	2
	CHANGE	+26%	+75.32%	+16.12%	-	-50%	-	+100%	-25%	+75%	-33%	-
	Mid-Year 2019	19	101,459,000	3,800,000	-	2	3	3	4	4	3	-

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SOUTHAMPTON

"Southampton Village took the crown back with 5 of the 9 sales over \$20M trading hands. That pumped the Total Home Sales Volume up 177%. Southampton Area (which includes North Sea) had statistical leaps in all three criteria with Number of Home Sales +24%, Total Home Sales Volume +18% and median Home Sales Price +14%."

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SOUTHAMPTON AREA INCLUDES NORTH SEA		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	88	112,302,051	970,000	7	42	20	17	2	-	-	-
	CHANGE	+24%	+18.07%	+14.12%	-	+11%	+54%	+89%	-33%	-100%	-	-
	Mid-Year 2019	71	95,115,182	850,000	7	38	13	9	3	1	-	-

SOUTHAMPTON VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	33	362,940,623	3,150,000	2	1	5	10	2	2	6	5
	CHANGE	+27%	+176.53%	-0.87%	-	-50%	+400%	+11%	-50%	-50%	+100%	+400%
	Mid-Year 2019	26	131,249,500	3,177,500	2	2	1	9	4	4	3	1

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BRIDGE & SHELTER ISLAND

"In Bridgehampton (which includes Water Mill and Sagaponack), the first six months of 2020 were pretty much on par with the same period of 2019. Shelter Island picked up activity with 29 home sales in the first six month of 2020 and \$44.31M in Total Home Sales Volume. These were increases of 12% and 20.5% respectively."

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BRIDGEHAMPTON INCLUDES WATER MILL & SAGAPONACK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	72	307,597,912	2,967,500	-	6	20	16	11	12	6	1
	CHANGE	+1%	+0.66%	+2.33%	-100%	-14%	+11%	+7%	+10%	-20%	+100%	-50%
	Mid-Year 2019	71	305,574,606	2,900,000	1	7	18	15	10	15	3	2

SHELTER ISLAND		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	29	44,310,000	880,000	-	18	5	5	-	-	1	-
	CHANGE	+12%	+20.47%	-4.30%	-100%	+38%	-17%	+400%	-100%	-100%	-	-
	Mid-Year 2019	26	36,781,678	919,500	3	13	6	1	2	1	-	-

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\$3,295,000
Web# 89406

SAG HARBOR

"Sag Harbor Village saw a -38% drop in the Number of Home Sales and -27% declines in Total Home Sales Volume. Yet, the Median Home sales price of \$2,025,000 notched a 42% increase from 2019. The Sag Harbor Area (which includes Noyack and North Haven) had statistical leaps in all three criteria with Number of Home Sales +17%, Total Home Sales Volume +54% and Median Home Sales Price +39%. Sag Harbor Area also experienced increased sales over \$1M. In fact, home sales over \$2M picked up greatly."

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SAG HARBOR AREA INCLUDES NOYACK & NORTH HAVEN	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	Mid-Year 2020	63	143,314,786	1,355,000	1	16	26	11	2	5	2	-
	CHANGE	+17%	+53.55%	+39.33%	-80%	-33%	+73%	+83%	+100%	+150%	+100%	-
	Mid-Year 2019	54	93,335,687	972,500	5	24	15	6	1	2	1	-

SAG HARBOR VILLAGE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	Mid-Year 2020	20	44,083,789	2,025,000	-	4	6	6	4	-	-	-
	CHANGE	-38%	-27.02%	+42.11%	-100%	-50%	-45%	-33%	+33%	-	-	-
	Mid-Year 2019	32	60,404,524	1,425,000	1	8	11	9	3	-	-	-

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\$3,549,000
Web# 832967

WEST OF THE CANAL

"Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quiogue) experienced a leap in home sales \$3.5 - \$4.99M from 3 in 2019 to 10 in 2020 or a 233% jump! Hampton Bays had five fewer home sales but increases in Total Home sales Volume and median Home Sale Price both by +11.7%."

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WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUIOGUE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	Mid-Year 2020	140	242,982,355	999,500	18	53	37	16	10	4	2	-
	CHANGE	+10%	+53.77%	+20.86%	+20%	-21%	+32%	+45%	+233%	+33%	-	-
	Mid-Year 2019	127	158,015,482	827,000	15	67	28	11	3	3	-	-

HAMPTON BAYS	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2020	90	59,855,934	577,500	33	47	8	2	-	-	-
	CHANGE	-5%	+11.70%	+11.70%	-20%	-10%	+300%	-	-	-	-
	Mid-Year 2019	95	53,584,152	517,000	41	52	2	-	-	-	-

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