

— HAMPTONS —
REAL ESTATE SHOWCASE

GOOD SALES YEAR PREDICTED

RISING INVENTORIES BRING A BUYER'S MARKET BY RUTH THOMAS



Presented by Judi Desiderio of Town & Country Real Estate

The 2016 Hamptons real estate market started out slow and steady overall and for some realtors, picked up tremendously this summer. But with high-end sales down, prices decreasing, and inventory rising, it was a buyer's market. Sag Harbor, Montauk, and Hampton Bays were the hottest markets. As we approach 2017, with lots of pent up demand, predictions are for a good sales year in the Hamptons.

2016 was a bit of a roller coaster year for Hamptons real estate. While inventory increased, prices dropped, and high-end sales declined, land, investments, and new construction seemed to soar. As 2017 lies just around the corner, the market is anticipated to slowly return. The Hamptons will always be a globally sought after destination. Make this the year you invest in Hamptons real estate and realize your dream. 🏡

Judi Desiderio of Town & Country Real Estate says, "2016 started with fits and starts and ended the same way! Certain markets never slowed down, but others seemed to stall with the political process. That said, it's time to move on and that's exactly what buyers are doing! Town & Country had a very good year – all markets up to \$5M were our strongest performers. Land, investments, and new construction seemed to soar in 2016. For buyers in the \$3M-\$5M range, 2017 is going to be a great year to snag incredible deals – and over \$15M, it's a buyer's market." Judi believes, "2017 will be a good year for investors. East End dirt is a proven winner and cash is king!"