

# TOWN & COUNTRY HAMPTONS 1ST QUARTER 2017 HOME SALES REPORT

**WARNING:** Before you delve deep into the extraordinary amount of negative red figures, keep in mind, all Real Estate Reports are somewhat a look in the rearview mirror. Recorded data that is analyzed reflects closings that went into contract an average of 60 days prior.

That said, Q1 home sales clearly show a tremendous pull back on the high end. **TOWN & COUNTRY** monitors eight separate price ranges in 12 different markets. Across the board, none of the hamlets experienced an increase in the \$10m-19.99m or \$20m and up price ranges. **In All Hamptons Markets Combined**, these two price categories declined by -83% and -67%, respectively.

The only beacon in this report would be **Southampton Village**, where the **Total Home Sales Volume** jumped a whopping +93.6%, while the **Median Home Sales Price** shot up 87.5% to \$3.75m in 2017 from \$2m in 2016. In fact, the only sale in the \$20m and up category was 7 Old Town Road in Southampton Village for \$26,000,000.

While nine of the 12 markets that **TOWN & COUNTRY** analyzes experienced declines in both **Number of Home Sales** and **Total Home Sales Volume** criteria, the **Median Home Sales Price** rose in 10 of the 12 markets. This demonstrates the resiliency of East End dirt, meaning that while the sales activity may ebb with factors such as the movement of stocks and bonds, the inherent value of our real estate has true, long-term staying power.

Most of this data reflects Q4 2016 sales activity, which was apparently weak for many sectors. Just as I predicted these stats would be sad for Q1 2017, I predict that the Second Quarter will be better for most markets and price ranges, while the high end remains against headwinds.

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\*Source: The Long Island Real Estate Report

\*\* All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice.



# Hamptons 2017 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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2017	20	44,295,736	1,576,250	2	4	7	5	-	2	-	-
Change	-5%	+17.37%	+57.78%	+100%	-60%	+40%	+150%	-100%	-	-	-
1st Q 2016	21	37,740,000	999,000	1	10	5	2	1	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+
1st Q 2017	8	19,879,000	1,675,000	-	1	5	1	-	1	-	-
Change	-50%	-34.25%	+31.37%	-	-80%	-29%	-	-100%	-	-	-
1st Q 2016	16	30,232,000	1,275,000	-	5	7	-	3	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2017	9	14,776,880	755,000	-	7	1	-	-	1	-	-
Change	-47%	-19.14%	-13.71%	-100%	-13%	-75%	-100%	-	-	-	-
1st Q 2016	17	18,274,000	875,000	3	8	4	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+
1st Q 2017	28	39,427,000	1,089,000	3	10	6	7	2	-	-	-
Change	-28%	-38.22%	+48.16%	-67%	-38%	-33%	+133%	-	-	-100%	-
1st Q 2016	39	63,815,080	735,000	9	16	9	3	-	-	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	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2017	13	76,565,500	3,750,000	-	1	2	2	4	3	-	1
Change	-	+93.60%	+87.50%	-100%	-	-33%	-33%	+100%	+50%	-	-
1st Q 2016	13	39,547,456	2,000,000	2	1	3	3	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+
1st Q 2017	52	59,360,000	907,750	9	24	12	6	1	-	-	-
Change	-	-26.19%	+3.15%	-18%	+33%	-8%	+50%	-50%	-100%	-100%	-
1st Q 2016	52	80,423,823	880,000	11	18	13	4	2	3	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+
1st Q 2017	20	11,972,082	515,250	10	7	3	-	-	-	-	-
Change	-39%	-26.51%	+27.22%	-57%	-13%	+50%	-	-	-	-	-
1st Q 2016	33	16,290,777	405,000	23	8	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+
1st Q 2017	11	32,460,000	2,475,000	-	1	4	3	1	2	-	-
Change	-39%	-21.88%	+32.00%	-	-50%	-56%	-40%	-	-	-	-
1st Q 2016	18	41,551,930	1,875,000	-	2	9	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+
1st Q 2017	22	85,015,500	3,369,000	-	3	5	3	5	5	1	-
Change	-27%	-36.63%	+15.83%	-100%	-	-50%	-25%	-17%	-	-50%	-100%
1st Q 2016	30	134,160,296	2,908,461	2	-	10	4	6	5	2	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+
1st Q 2017	68	86,419,772	917,500	11	24	24	6	2	1	-	-
Change	-18%	-22.09%	+4.26%	-15%	-29%	-	-25%	-33%	-	-100%	-
1st Q 2016	83	110,915,932	880,000	13	34	24	8	3	-	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+
1st Q 2017	5	16,772,000	3,000,000	-	-	1	2	1	1	-	-
Change	-44%	-84.26%	+25.00%	-	-100%	-50%	-	-	-50%	-	-100%
1st Q 2016	9	106,565,251	2,400,000	-	1	2	2	-	2	-	2

## 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+
1st Q 2017	13	22,448,699	925,000	-	7	3	2	-	1	-	-
Change	+8%	+15.71%	-6.06%	-	-	+50%	+100%	-100%	-	-	-
1st Q 2016	12	19,400,300	984,650	-	7	2	1	1	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+
1st Q 2017	269	509,392,169	1,125,806	35	89	73	37	16	17	1	1
Change	-22%	-27.12%	+13.15%	-45%	-19%	-19%	+9%	-11%	-6%	-83%	-67%
1st Q 2016	343	698,916,845	995,000	64	110	90	34	18	18	6	3