TOWN & COUNTRY HAMPTONS 2ND QUARTER 2017 HOME SALES REPORT

The 2nd Quarter of 2017 was clearly the 3 months that the high end made a recovery rebound. The blue chips of **Southampton Village**, **East Hampton Village** and **Bridgehampton (which includes Water Mill and Sagaponack)** all came roaring back from the tepid 2016.

All Hamptons Markets Combined for the 2nd Quarter of 2017 saw 4 closings over \$20M, where there were none in 2016 same period. Two from Southampton:

328 Gin Lane \$31,000,000 1510 Meadow Lane \$24,600,000

One from East Hampton and Water Mill each:

32 Middle Lane, East Hampton \$25,000,000 1285 Flying Point Road, Water Mill \$20,500,000

In the \$10-\$19,99M price range 10 homes sold in 2017 compared to 4 in 2016, a 150% jump. And 6 of the 10 closed were from the Bridgehampton, Water Mill and Sagaponack region.

Seven of the 12 markets monitored by **TOWN & COUNTRY** saw increases in all 3 criteria - **N**umber of **H**ome **S**ales, **T**otal **H**ome **S**ales **V**olume and **M**edian **H**ome **S**ales **P**rice.

The 2nd Quarter wasn't all rosy for certain markets. Two popular niche markets, **Montauk** and **Shelter Island**, each experienced significant pull back in all 3 criteria. In fact, statistically, the greatest declines of all of the 12 hamlets both experienced solid red across the board.

In all, the 2nd Quarter of 2017 shows just how unique each of our Hamptons markets are and how they each move independent of one another.

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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

				Sag F	larbor	Area					
			(Inc	ludes No	yack and N	North Have	en)				
	# of Home	Total Home Sales Volume	Median Home Sales Price	# Sales Under	# 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
2nd Q 2017	Sales 24	37,528,067	1,125,000	500K 2	7	1.99101	\$5.49IVI	4.99W	9.99IVI 1	\$ 19.99IVI	\$ZUIVI+
Change	-29%	-35.10%	-5.60%	+100%	-46%	+11%	-71%	-	-50%	-	-
2nd Q 2016	34	57,825,131	1,191,700	1	13	9	7	2	2	-	-
				Sag Ha		/illage					
	# of		Median	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	
	Home Sales	Total Home Sales Volume	Home Sales Price	Under 500K	\$500K to \$999K	\$1M to 1.99M	\$2M to \$3.49M	\$3.5M to 4.99M	\$5M to 9.99M	\$10M to \$19.99M	# Sales \$20M+
2nd Q 2017	19	42,916,000	1,950,000	-	2	9	5	2	1	-	-
Change	+12%	+45.15%	+36.84%	-	-71%	+80%	+67%	+100%	-	-	-
2nd Q 2016	17	29,567,215	1,425,000	-	7	5	3	1	1	-	-
				She	lter Isl	and					
	# 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
2nd Q 2017	11	14,816,000	835,000	2	4	3	1	1	-	-	-
Change	-42%	-38.97%	-12.11%	-50%	-33%	-50%	-50%	-	-	-	-
2nd Q 2016	19	24,277,810	950,000	4	6	6	2	1	-	-	_
			•	Southa	amptoi	n Area					
				(Inclu	des 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+
2nd Q 2017	42	60,391,450	995,500	7	16	8	6	5	-	-	-
Change	+8%	+31.09%	+32.73%	+17%	-16%	-11%	+100%	+150%	-	-	-
2nd Q 2016	39	46,069,984	750,000	6	19	9	3	2	-	-	-
			S	outhar	mpton	Village	е				
	# 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+
2nd Q 2017	18	130,576,010	2,771,875	1	-	6	3	1	3	2	2
Change	+6%	+188.54%	+67.99%	-	-100%	-25%	+200%	-	-	-	-
2nd Q 2016	17	45,253,889	1,650,000	-	4	8	1	1	3	-	-
	,	Includes Rem	sanhura Wa		thamp		ue Ouodi	ie and Qui	iogue)		
		ora a con recini				_	_				
	# 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+
2nd Q 2017	72	95,996,041	819,130	20	25	12	10	4	-	1	-
Change	+11%	+16.96%	+4.68%	+82%	-22%	-8%	+67%	+300%	-100%	-	-
2nd Q 2016	65	82,076,583	782,500	11	32	13	6	1	1	1	-
				Ham	pton E	ays					
	# 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 \$20M+
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2nd Q 2017		25,656,224	467.500	26	20	2		-	-	_	
2nd Q 2017 Change	48 +12%	25,656,224 +12.26%	467,500 +12.38%	26 -10%	20 +122%	-50%	-100%	-	-	-	-

Hamptons 2017 Second Quarter Statistics

				Am	agans	ett					
	# of Home	Total Home	Median Home Sales	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales \$10M to	# Sales
2nd Q 2017	Sales 14	Sales Volume	Price 1,587,500	500K 2	\$999K 1	1.99M 7	\$3.49M 2	4.99M 1	9.99M 1	\$19.99M	\$20M+
Change	+27%	28,183,280 -25.32%	-18.06%		-	+40%		-50%	-67%	-	-
2nd Q 2016	11	37,737,500	1,937,500		1	5	-	2	3	-	-
ZIIG Q ZOIO	- ' '	31,131,300	1,507,000	Dutata			_			_	_
			(Inclu		jeham or Mill and	P ton Sagapona	ick)				
	# 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+
2nd Q 2017	45	212,946,933	3,075,000	1	2	13	10	5	7	6	1
Change	+22%	+65.79%	+33.70%	-	-50%	+8%	+67%	-	-	+200%	-
2nd Q 2016	37	128,444,224	2,300,000	1	4	12	6	5	7	2	-
				East H	ampto	n Area					
					des Wains						
	# 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
2nd Q 2017	86	103,322,017	902,500	9	37	31	8	-	-	1	-
Change	-10%	-19.89%	-9.48%	-10%	-5%	-9%	-11%	-100%	-100%	-	-
2nd Q 2016	96	128,975,179	997,000	10	39	34	9	2	2	-	-
			E	ast Ha	mpton	Villag	е				
	# 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+
2nd Q 2017	12	57,030,000	3,187,500	1	-	3	2	4	1		1
Change	-	+27.50%	+34.21%	l						-	
2nd Q 2016	12		104.2170	-	-	+200%	-67%	+100%	-	-100%	-
		44,730,000	2,375,000	- 1	-	+200% 1	-67% 6	+100%		-100% 1	
		44,730,000		1		1			-		-
	# of Home Sales	Total Home Sales Volume		1 M	-	1			-		- - # Sales
2nd Q 2017	Home	Total Home	2,375,000 Median Home Sales	1 M # Sales Under	# Sales \$500K to	t # Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	- 1 # Sales \$5M to	# Sales \$10M to	- - # Sales
Change	Home Sales 17 -37%	Total Home Sales Volume 22,081,416 -37.14%	Median Home Sales Price 1,100,000 -12.00%	# Sales Under 500K	# Sales \$500K to \$999K 8	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	- 1 # Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	- - # Sales \$20M+
	Home Sales	Total Home Sales Volume 22,081,416	Median Home Sales Price 1,100,000	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M 5	# Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
Change	Home Sales 17 -37%	Total Home Sales Volume 22,081,416 -37.14%	Median Home Sales Price 1,100,000 -12.00%	# Sales Under 500K	# Sales \$500K to \$999K 8 -38%	# Sales \$1M to 1.99M 5 -50%	# Sales \$2M to \$3.49M 4	# Sales \$3.5M to 4.99M	- 1 1 # Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
Change	Home Sales 17 -37%	Total Home Sales Volume 22,081,416 -37.14%	Median Home Sales Price 1,100,000 -12.00% 1,250,000	# Sales Under 500K ampto # Sales Under 500K	# Sales \$500K to \$999K 8 -38%	# Sales \$1M to 1.99M 5 -50%	# Sales \$2M to \$3.49M 4	# Sales \$3.5M to 4.99M	- 1 1 # Sales \$5M to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+ - -
Change 2nd Q 2016 2nd Q 2017	Home Sales 17 -37% 27 # of Home Sales 408	Total Home Sales Volume 22,081,416 -37.14% 35,128,500 Total Home Sales Volume 831,443,438	Median Home Sales Price 1,100,000 -12.00% 1,250,000 The Ham Median Home Sales Price 1,100,000	# Sales Under 500K ampto # Sales Under 500K 71	# Sales \$500K to \$999K 8 -38% 13 NS (All N # Sales \$500K to \$999K	# Sales \$1M to 1.99M 5 -50% 10 Markets Co # Sales \$1M to 1.99M 109	# Sales \$2M to \$3.49M 4 - 4 ombined) # Sales \$2M to \$3.49M 53	# Sales \$3.5M to 4.99M - - - - - - # Sales \$3.5M to 4.99M 25	# Sales \$5M to 9.99M - - - - # Sales \$5M to 9.99M 14	# Sales \$10M to \$19.99M - - - - - # Sales \$10M to \$19.99M	# Sales \$20M+ - -
Change 2nd Q 2016	Home Sales 17 -37% 27 # of Home Sales	Total Home Sales Volume 22,081,416 -37.14% 35,128,500 Total Home Sales Volume	Median Home Sales Price 1,100,000 -12.00% 1,250,000 The Ham Median Home Sales Price	# Sales Under 500K ampto # Sales Under 500K	# Sales \$500K to \$999K 8 -38% 13 NS (All M # Sales \$500K to \$999K	# Sales \$1M to 1.99M 5 -50% 10 Markets Co # Sales \$1M to 1.99M	# Sales \$2M to \$3.49M 4 - 4 mbined) # Sales \$2M to \$3.49M	# Sales \$3.5M to 4.99M - - - - # Sales \$3.5M to 4.99M	# Sales \$5M to 9.99M - - - # Sales \$5M to 9.99M	# Sales \$10M to \$19.99M - - - # Sales \$10M to \$19.99M	# Sales \$20M+ - - - # Sales \$20M+