



HAPPY NEW YEAR

2018 is poised to be one of the best years for East End Real Estate since 2014.

2014, if you recall, was a banner year for all markets out east, particularly the high end. This was primarily due to an incredible 30% leap in stock market values by the end of 2013, which was the best year for Wall Street since 1997!

Moving into 2018, we are riding a nice set of waves including:

- A 25% increase in stocks for 2017
- New tax laws that reduce corporate taxes from 35% to 21% - this will primarily impact the more expensive properties for sale
- Standard deductions for tax payers doubles (while personal exemptions are eliminated)
- Inventory in many markets remains flush - which means prices remain negotiable- FOR NOW...
- 10,000 baby boomers retire each day and that population is looking for family gathering vacation and second home properties, of which the East End is a top choice
- The North Fork remains a relative bargain for near-by organic leisure spots

AND our biggest draws have always been:

- We are surrounded on three sides by water, so there will never be "too much inventory"
- Our beaches are voted as some of the most beautiful in the world, per Dr. Beach (Steve Leatherman - I want his job - HA)
- The East End is a short, drivable, distance from the epicenter of the world - NYC!
- Historically, East End dirt appreciates remarkably, adding to one's retirement portfolio.

To be fair to the nay-sayers, the fly in the ointment is that the new tax code negatively impacts the tristate areas and California via the cap of \$10,000 for SALT (state and local taxes) and the cap for mortgage deductions of \$750,000. This will primarily impact what we consider the middle markets in the Hamptons \$1-3.5M. Keep in mind \$1-\$3.5M is the busiest price range in the Hamptons.

Bottom line — 2018 should be a very good year for East End Real Estate — primarily under \$1M and over \$3.5M — but a good year for all markets is predicted.

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