

# TOWN & COUNTRY

## HAMPTONS 2ND QUARTER 2018

### HOME SALES REPORT

The **2nd Quarter of 2018 Hamptons Home Sales** was a bit like a Jackson Pollack painting. Of the 12 markets monitored by **TOWN & COUNTRY**, 5 saw an increase in the **Number of Home Sales**, 5 saw decreased and 2 were flat.

The most **Number of Home Sales** was in **East Hampton Area (which includes Wainscott)** with 97 trades, yet the sweet hamlet of **Amagansett** statistically saw the greatest jump at +43% — notably that was merely 20 home sales compared with 14 the prior year, same quarter.

Reviewing the 12 markets monitored by **TOWN & COUNTRY** and we find the **Total Home Sales Volume** criteria saw 8 increases and 4 decreases. **Bridgehampton (which includes Water Mill and Sagaponack)** logged the highest at \$216,802,969 with **East Hampton Area (which includes Wainscott)** right on its heels closing \$202,471,729, almost twice the **Total Home Sales Volume** from last year for **East Hampton Area (which includes Wainscott)**. The **Median Home Sales Price** saw the same 8 up and 4 down but one glaring statistic was **East Hampton Village** with a **Median Home Sales Price** of a whopping \$6,000,000 — impressive!

The only anchor on the South Fork for the 2nd Quarter 2018 was Sag Harbor Village, with 16% less Home Sales, 15% less **Total Home Sales Volume** and a 37% lower **Median Home Sales Price** — too much red for our darling **Sag Harbor**. It is likely contributed to what I call shock absorption — home prices in **Sag Harbor** have been appreciating for quite some time — as with all markets, a pause occurs before the next set of price increases.

Looking at **All Hamptons Markets Combined** and it is crystal clear we are in a very healthy **Home Sales Market**. The **Number of Home Sales** are +3%, the **Total Home Sales Volume** is +9.2% and the **Median Home Sales Price** is +7% — those are solid, sustainable increases.

Looking at the 8 specific price ranges monitored by **TOWN & COUNTRY** and the trend is substantiated. The decrease in under \$500K is simply due to lack of inventory. The only hit seemed to be on the high end where, statistically, there was a 75% drop in Home Sales \$20M and up — but that is such a small segment of the market — for the 2nd Q 2018 only 1 of the 422 home sales was in that price range.

To view all reports visit <http://www.TownAndCountryHamptons.com/html/marketReports.php>

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# Hamptons 2018 Second 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+
2nd Q 2018	30	52,776,000	1,111,000	2	13	7	5	2	-	1	-
Change	+25%	+40.63%	-1.24%	-	+86%	-30%	+150%	-	-100%	-	-
2nd Q 2017	24	37,528,067	1,125,000	2	7	10	2	2	1	-	-

## 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+
2nd Q 2018	16	36,575,900	1,225,000	-	5	5	2	2	2	-	-
Change	-16%	-14.77%	-37.18%	-	+150%	-44%	-60%	-	+100%	-	-
2nd Q 2017	19	42,916,000	1,950,000	-	2	9	5	2	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+
2nd Q 2018	10	10,845,000	1,025,000	1	4	5	-	-	-	-	-
Change	-9%	-26.80%	+22.75%	-50%	-	+67%	-100%	-100%	-	-	-
2nd Q 2017	11	14,816,000	835,000	2	4	3	1	1	-	-	-

## 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+
2nd Q 2018	46	68,816,367	1,157,500	6	15	15	7	1	2	-	-
Change	+10%	+13.95%	+16.27%	-14%	-6%	+88%	+17%	-80%	-	-	-
2nd Q 2017	42	60,391,450	995,500	7	16	8	6	5	-	-	-

## 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+
2nd Q 2018	18	45,146,108	2,175,000	1	3	4	4	5	1	-	-
Change	-	-65.43%	-21.53%	-	-	-33%	+33%	+400%	-67%	-100%	-100%
2nd Q 2017	18	130,576,010	2,771,875	1	-	6	3	1	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+
2nd Q 2018	72	101,663,620	831,500	12	30	18	8	3	-	1	-
Change	-	+5.90%	+1.51%	-40%	+20%	+50%	-20%	-25%	-	-	-
2nd Q 2017	72	95,996,041	819,130	20	25	12	10	4	-	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+
2nd Q 2018	43	26,816,956	445,000	24	17	1	-	-	1	-	-
Change	-10%	+4.52%	-4.81%	-8%	-15%	-50%	-	-	-	-	-
2nd Q 2017	48	25,656,224	467,500	26	20	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+
2nd Q 2018	20	64,015,000	2,212,500	-	3	5	6	3	3	-	-
Change	+43%	+127.14%	+39.37%	-100%	+200%	-29%	+200%	+200%	+200%	-	-
2nd Q 2017	14	28,183,280	1,587,500	2	1	7	2	1	1	-	-

## 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+
2nd Q 2018	48	216,802,969	3,100,000	1	3	8	16	7	8	5	-
Change	+7%	+1.81%	+0.81%	-	+50%	-38%	+60%	+40%	+14%	-17%	-100%
2nd Q 2017	45	212,946,933	3,075,000	1	2	13	10	5	7	6	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+
2nd Q 2018	97	202,471,729	975,000	6	48	22	11	4	4	1	1
Change	+13%	+95.96%	+8.03%	-33%	+30%	-29%	+38%	-	-	-	-
2nd Q 2017	86	103,322,017	902,500	9	37	31	8	-	-	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+
2nd Q 2018	9	51,895,000	6,000,000	-	1	1	-	1	5	1	-
Change	-25%	-9.00%	+88.24%	-100%	-	-67%	-100%	-75%	+400%	-	-100%
2nd Q 2017	12	57,030,000	3,187,500	1	-	3	2	4	1	-	1

## 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+
2nd Q 2018	13	30,184,500	1,750,000	-	3	4	4	-	2	-	-
Change	-24%	+36.70%	+59.09%	-	-63%	-20%	-	-	-	-	-
2nd Q 2017	17	22,081,416	1,100,000	-	8	5	4	-	-	-	-

## 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+
2nd Q 2018	422	908,009,149	1,182,500	53	145	95	63	28	28	9	1
Change	+3%	+9.21%	+7.50%	-25%	+19%	-13%	+19%	+12%	+100%	-10%	-75%
2nd Q 2017	408	831,443,438	1,100,000	71	122	109	53	25	14	10	4