

# HAMPTONS YEAR END 2019 HOME SALES REPORT

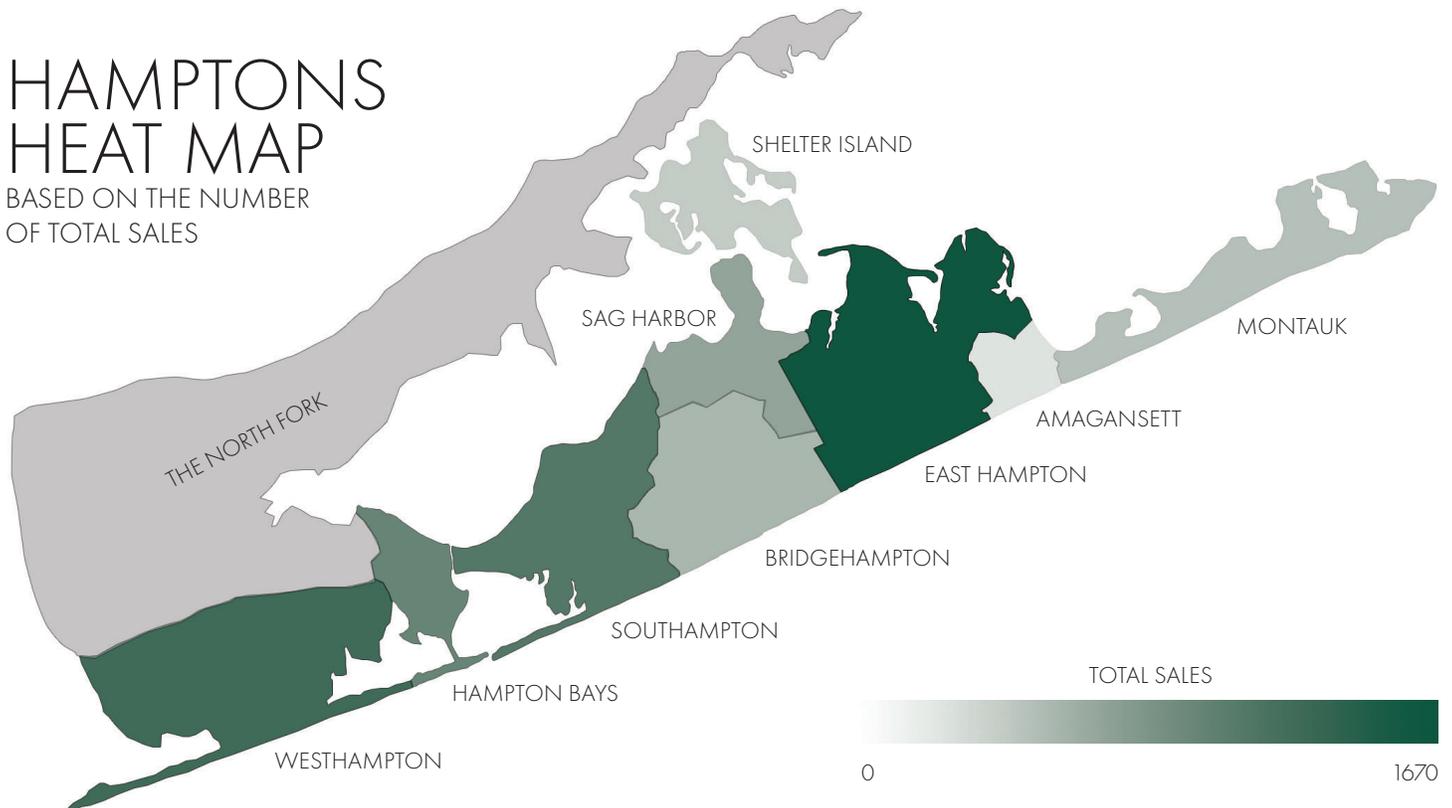
“Starting our 2019 year end report at the bottom, let’s review All Hamptons Markets Combined. While home sale prices remained stable year over year, both the Number of Home Sales and Total Home Sales Volume were down by 19% and 19.5% respectively. The 4th Q of 2019 was way off, therefore pulling these figures down. Seven of the eight price categories monitored by Town & Country Real Estate realized declines of up to 38%, while the ultra high end of \$20M and up rose 29%. This demonstrates a resurgence of sales activity of the uber wealthy. If December 2019 and January are indicators for 2020, we expect this year to be a great year for Hamptons Real Estate since all 8 Town & Country Real Estate offices are reporting greater winter sales activity than we’ve seen in over a decade.”

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

THE HAMPTONS ALL MARKETS COMBINED	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	1,670	3,174,647,740	998,750	201	644	422	212	83	72	27	9
	CHANGE	-19%	-19.49%	-0.03%	-35%	-11%	-17%	-11%	-21%	-38%	-31%	+29%
	2018	2,052	3,943,258,009	999,000	309	726	511	239	105	116	39	7

## HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

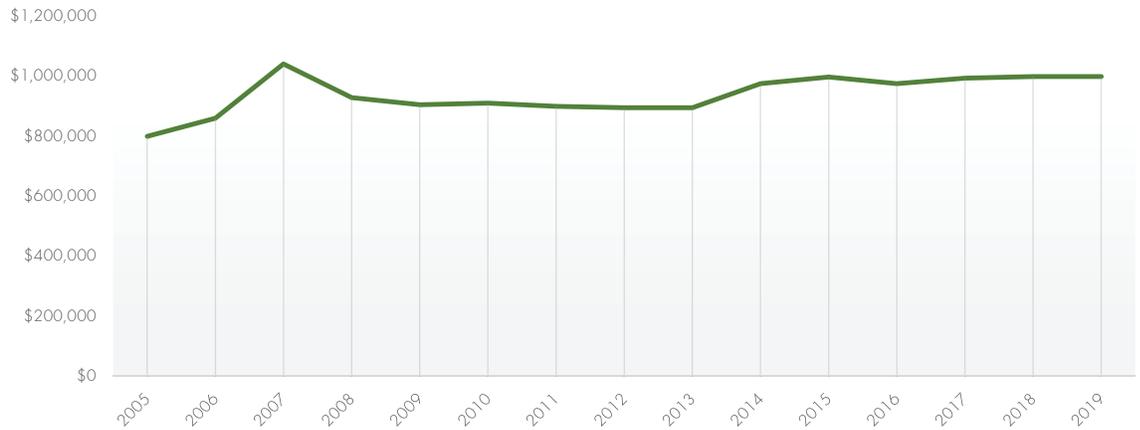


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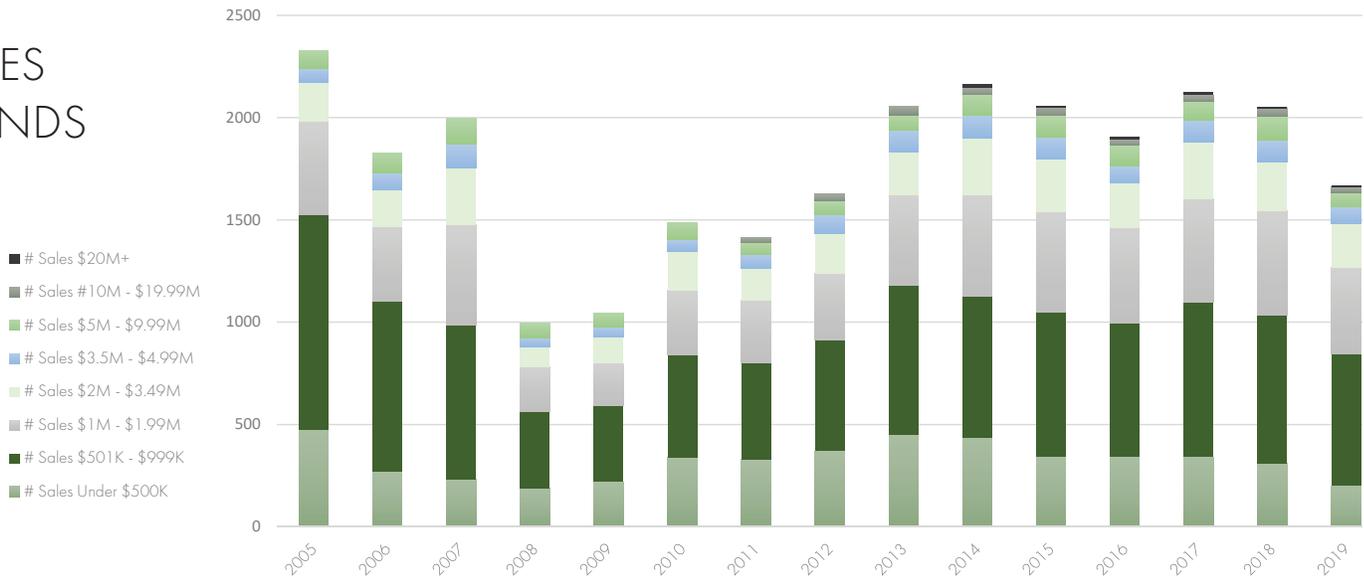
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# HAMPTONS YEAR END 2019 HOME SALES REPORT

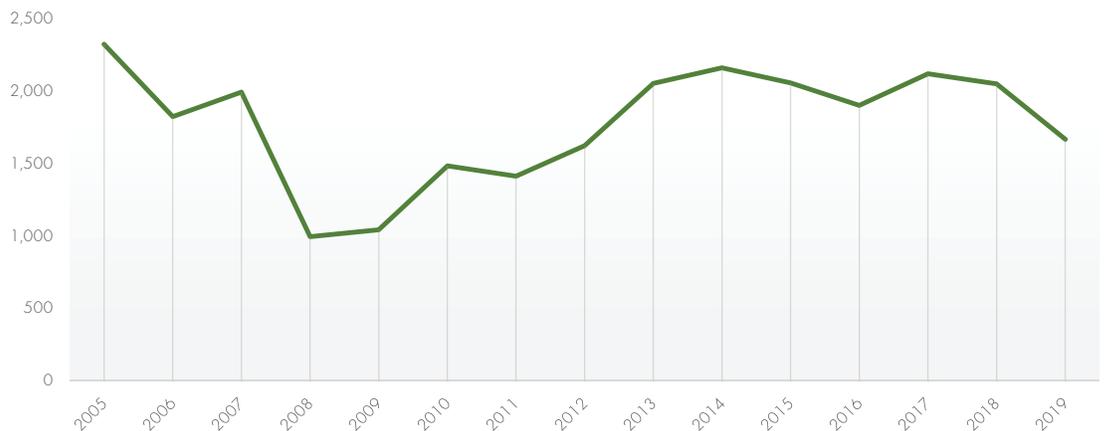
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME SALES



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\$8,950,000  
Web# 345577

## THE END

"The Median Home Sales Price in Montauk shot up 20.4% from \$1,175,000 in 2018 to \$1,415,000 in 2019. This increase resulted in +7.7% in Total Home Sales Volume. While Amagansett closed 32% fewer home sales, year over year, the Median Home Sales Price increased nearly 6% to \$2,275,000."

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	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+	
MONTAUK	2019	84	189,190,178	1,415,000	-	28	35	9	5	3	4	-
	CHANGE	-3%	+7.69%	+20.43%	-100%	-22%	+35%	-25%	+67%	-57%	-	-100%
	2018	87	175,683,083	1,175,000	2	36	26	12	3	7	-	1
AMAGANSETT	2019	51	156,503,263	2,275,000	-	9	14	9	10	8	1	-
	CHANGE	-32%	-32.99%	+5.81%	-100%	+29%	-44%	-50%	+43%	-43%	-50%	-
	2018	75	233,545,154	2,150,000	2	7	25	18	7	14	2	-

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## EAST HAMPTON

"East Hampton Village remained on the throne for the highest Median Home Sales Price at \$3,513,213, yet that was 28% lower than the Median Home Sales Price of \$4,878,750 logged in 2018. The East Hampton area (which includes Wainscott) had 24% fewer trades, yet Median Home Sales Price remained stable."

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EAST HAMPTON AREA <small>INCLUDES WAINSCOTT</small>	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	319	434,031,833	995,000	23	143	112	29	4	6	2	-
	CHANGE	-24%	-30.28%	+0.51%	-43%	-19%	-16%	-34%	-67%	-33%	+100%	-100%
	2018	417	622,544,443	990,000	40	176	134	44	12	9	1	1

EAST HAMPTON VILLAGE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	42	218,845,425	3,513,213	-	4	6	11	8	8	3	2
	CHANGE	-32%	-40.67%	-27.99%	-100%	-33%	+50%	+38%	-38%	-64%	-50%	-
	2018	62	368,863,192	4,878,750	1	6	4	8	13	22	6	2

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\$11,900,000  
Web# 337973

## SOUTHAMPTON

“Southampton Village experienced a whopping 31% higher Median Home Sales Price of \$2.75M up from \$2.1M, 2019 to 2018 respectively. However, the Southampton area (which includes North Sea) experienced declines of 26% and 21% in the Number of Home Sales and Total Home Sales Volume respectively, while the Median Home Sales Price remained stable.”

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SOUTHAMPTON AREA INCLUDES NORTH SEA	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+	
	2019	174	235,382,796	874,500	16	87	36	27	6	2	-	-
	CHANGE	-26%	-21.17%	-0.06%	-53%	-19%	-40%	+13%	+20%	-60%	-100%	-
	2018	236	298,586,926	875,000	34	107	60	24	5	5	1	-

SOUTHAMPTON VILLAGE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+	
	2019	69	356,580,275	2,750,000	4	9	11	18	8	10	5	4
	CHANGE	-21%	+0.40%	+30.95%	+100%	-44%	-54%	+80%	-43%	-9%	-44%	+300%
	2018	87	355,142,927	2,100,000	2	16	24	10	14	11	9	1

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\$18,000,000  
Web# 348211

## BRIDGE & SHELTER ISLAND

"Digging deeper into the specific markets, we see the statistical beacon for 2019 was Shelter Island with 44% more homes changing hands, which resulted in a 63% greater Total Home Sales Volume. The Median Home Sales Price, though, dipped 5% to \$950,000 from \$999,000 year over year. The Bridgehampton market (which includes Water Mill and Sagaponack) tallied the greatest Total Home Sales Volume of \$682,386,829, but that was still 17% less than 2018."

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BRIDGEHAMPTON INCLUDES WATER MILL & SAGAPONACK	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	157	682,386,829	2,900,000	1	15	42	39	21	25	11	3
	CHANGE	-19%	-16.82%	-2.03%	-80%	-	-13%	-24%	-25%	-14%	-31%	+50%
	2018	194	820,350,636	2,960,000	5	15	48	51	28	29	16	2

SHELTER ISLAND	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2019	65	84,363,978	950,000	5	29	23	4	3	1	-
	CHANGE	+44%	+63.00%	-4.90%	+150%	+32%	+21%	+100%	-	-	-
	2018	45	51,756,607	999,000	2	22	19	2	-	-	-

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\$4,300,000  
Web# 106607

## SAG HARBOR

"In Sag Harbor Village, the Median Home Sales Price rose 12.6% to \$1,550,000 from \$1,377,000 — thanks to a 19% increase in the \$2-\$3.49M price range. The Sag Harbor area (which includes Noyack and North Haven) was relatively flat in Total Home Sales Volume and Median Home Sales Price but with 12% fewer sales."

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SAG HARBOR AREA INCLUDES NOYACK & NORTH HAVEN	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+	
	2019	114	201,434,922	1,215,000	8	43	35	19	4	4	1	-
	CHANGE	-12%	-4.54%	+2.27%	-11%	-9%	-15%	-10%	-20%	-20%	-	-
	2018	129	211,017,694	1,188,000	9	47	41	21	5	5	1	-

SAG HARBOR VILLAGE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES #10M - \$19.99M	# SALES \$20M+	
	2019	65	126,748,219	1,550,000	1	16	23	19	4	2	-	-
	CHANGE	-14%	-13.44%	+12.56%	-	-36%	-8%	+19%	-20%	-60%	-	-
	2018	76	146,429,525	1,377,000	-	25	25	16	5	5	-	-

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\$4,990,000  
Web# 106553

## WEST OF THE CANAL

"The Westhampton area (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue) closed 298 home sales – the most in all the Hamptons markets. The Hampton Bays market remains attractive due to its price point which has ticked up 9% year over year, yet the Number of Home Sales dropped 17%."

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WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUIOGUE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	298	348,833,812	826,000	44	141	76	26	8	3	-	-
	CHANGE	-18%	-27.82%	-6.61%	-27%	-10%	-20%	-13%	-33%	-63%	-100%	-
	2018	364	483,264,986	884,500	60	157	95	30	12	8	2	-

HAMPTON BAYS	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+	
	2019	232	140,346,210	521,000	99	120	9	2	2	-	-	-
	CHANGE	-17%	-20.29%	+9.11%	-35%	+7%	-10%	-33%	+100%	-100%	-100%	-
	2018	280	176,072,836	477,500	152	112	10	3	1	1	1	-

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