TOWN & COUNTRY

HAMPTONS 3RD QUARTER 2018 HOME SALES REPORT

TOWN & COUNTRY 3rd Quarter of 2018 Hamptons Home Sales looks like the tale of 12 markets! There clearly are markets within the market of the Hamptons that are moving independently. The criteria we monitor shows a split division in activity. Only 5 of the 12 markets saw increases in the Number of Home Sales as well as Total Home Sales Volume and seven of the 12 markets realized up ticks in Median Home Sales Price.

Hampton Bays had an amazing quarter with 135% explosion in **Total Home Sales Volume**; nearly 30% more **N**umber of **Home Sales** and a 19% increase in **Median Home Sales Price**. **Hampton Bays** is the most affordable of all East End towns with a **Median Home Sales Price** of \$525,000 **3rd Quarter of 2018**. This proves the demand for affordable homes remains strong by many who wish to make the Hamptons their year round home.

Amagansett blew everyone away with a Median Home Sales Price of \$5.25M - that's a staggering 159% increase year-to-year, same time period. That price, tops even the crown jewels of East Hampton Village, Southampton Village and Bridgehampton (which includes Water Mill and Sagaponack). Though it is important to mention this is based on only 7 sales for those 3 months.

Southampton Village had an impressive quarter with a 60% increase in the **N**umber of **H**ome **S**ales and a 74% leap in **T**otal **H**ome **S**ales **V**olume. The greatest sales activity was in the \$1-1.99M price category. All year over year same time period.

Sag Harbor Village market seems to be taking a breather with drops of 21% and 34% in the **N**umber of **H**ome **S**ales and **T**otal **H**ome **S**ales **V**olume respectively, while posting a 20% increase in **M**edian **H**ome **S**ales **P**rice of \$1.65M. This shows a market shifting. Prices have risen year over year for the past four years - putting a strain on some buyers to absorb same.

Montauk had a soft **3rd Quarter of 2018** compared to 3rd Quarter 2017 with decreases across the criteria of **N**umber of **H**ome **S**ales (-21%), **T**otal **H**ome **S**ales **V**olume (-13%), and **M**edian **H**ome **S**ales **P**rice (-7%). But I would not say this fishing hamlet is cooling off, but rather just a disconnect between the buyers and sellers. Time will tell what prevails.

Looking at **All Hamptons Markets Combined** you will see that, although several individual markets moved independently, overall the market activity was stable — not weighted in one direction or the other. It is worth noting that the \$5-9.99M price range experienced the greatest increase in sales activity at +36%.

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



^{*}Source: The Long Island Real Estate Report

		Hampt	ons 2	018	Γhird	Qua	rter	Stati	stics		
		•		Sag	Harbo	r Area					
			(lı		loyack 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 \$20M+
3rd Q 2018	22	34,750,825	1,087,500	1	9	8	2		2	φ13.33W	φ <u>2</u> ΟΙVΙ1
Change	+29%	+12.10%	-22.32%	-	+350%	-20%	+100%	-100%	-	-	-
3rd Q 2017	17	31,001,021	1,400,000	1	2	10	1	3	-	-	-
				Sag I	Harbor	Villag	е				
	# of	Total Home	Median	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	
	Home	Sales	Home	Under	\$500K to	\$1M to	\$2M to	\$3.5M to	\$5M to	\$10M to	# Sales
	Sales	Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	\$19.99M	\$20M+
3rd Q 2018	11	18,877,375	1,650,000	-	3	4	4	-	-	-	-
Change	-21%	-33.82%	+19.57%	-	-50%	+100%	-	-	-100%	-	-
3rd Q 2017	14	28,523,801	1,380,000	-	6	2	4	-	2	-	-
				Sh	elter Is	land					
	# 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+
3rd Q 2018	7	9,461,000	1,270,000	-	3	3	1	-	-	-	-
Change	-22%	+53.16%	+75.17%	-100%	-50%	+200%	-	-	-	-	-
3rd Q 2017	9	6,177,000	725,000	2	6	1	-	-	-	-	-
				(Inc	nampto	th Sea)					
	# of Home	Total Home Sales	Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales \$10M to	# Sales
	Sales	Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	\$19.99M	\$20M+
3rd Q 2018	40	41,856,615	842,500	4	21	12	2	1	-	-	-
Change	-	-7.48%	+2.49%	-43%	+17%	+9%	-33%	-	-100%	-	-
3rd Q 2017	40	45,242,387	822,000	7	18	11	3	-	1	-	-
			;	South	amptoı	n Villa	ge				
	# 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+
3rd Q 2018	16	49,533,750	1,650,000	-	3	6	3	2	1	1	-
Change	+60%	+73.95%	-12.00%	-	+200%	+50%	-	+100%	-	-	-
3rd Q 2017	10	28,475,500	1,875,000	-	1	4	3	1	-	1	-
		(Includes Re	msonhura k		estham	•	oaue Ou	ogue and i	Quiogua)		
	ш - с									# 0-1	
	# of Home	Total Home Sales	Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales \$10M to	# Sales
	Sales	Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	\$19.99M	# 3ales \$20M+
3rd Q 2018	59	77,729,247	1,015,000	7	22	22	6	1	1	-	-
Change	-6%	-0.35%	+12.90%	-46%	-15%	+69%	-25%	-67%	-	-	-
3rd Q 2017	63	78,003,475	899,000	13	26	13	8	3	-	-	-
Hampton Bays											
	# of	Total Home	Median	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	
	Home Sales	Sales Volume	Home Sales Price	Under 500K	\$500K to	\$1M to 1 99M	\$2M to \$3 49M	\$3.5M to 4 99M	\$5M to	\$10M to	# Sales \$20M+

500K

24

-4%

25

Sales Price

525,000

+19.32%

440,000

\$999K

25

+67%

15

1.99M

-100%

\$3.49M

2

4.99M

1

9.99M

\$19.99M

1

\$20M+

Sales

53

+29%

3rd Q 2018

3rd Q 2017

Change

Volume

48,606,144

+135.20%

20,666,118

# of Home Sales # Sales					A	magan	sett					
Strict Q 2018 7 32,860,700 5,250,000 - - 2 1 - 3 1 - -		Home	Sales	Home	Under	\$500K to	\$1M to	\$2M to	\$3.5M to	\$5M to	\$10M to	
Change	3rd O 2018											
Bridgehampton Bridgehampto												
# of Home Sales Price Sales Volume Sales Price Sales Sales Wales W			1	1								
# of Home Sales Sales Volume # of Sales Volume # of Sales Volume # of Sales Volume # of Sales Sales Nolume # Sales			, ,	, ,	Bric	lachan	nnton					
Home Sales Home Sales Home Sales Price Sour Sysys				(Inc		_	-	onack)				
3rd Q 2018 37					Under	\$500K to	\$1M to		\$3.5M to	\$5M to	\$10M to	# Sales
Change		Sales	Volume	Sales Price	500K	\$999K	1.99M	\$3.49M		9.99M		\$20M+
3rd Q 2017 35 157,846,974 2,710,000 - 5 9 8 2 5 6 -				· ·	1				2			-
# of Home Sales Volume # of Home Sales # S	_				-							-
# of Home Sales Volume Sales Price Sales # Sales * Sales	3rd Q 2017	35	157,846,974	2,710,000	-	5	9	8	2	5	6	-
# of Home Sales Volume Sales Price 500K by \$10M to \$20M to \$3.5M t					East I	Hampto	on Are	a				
Home Sales Volume Sales Price Sound Soun					(Inc	ludes Wai	nscott)					
3rd Q 2018 63 76,951,248 1,041,000 8 23 21 10 1 - - - -		Home	Sales	Home	Under	\$500K to	\$1M to	\$2M to	\$3.5M to	\$5M to	\$10M to	
Change	2rd O 2019									9.99IVI		
# of Home Sales Volume Sales Price Sales H3439,000 4,437,500 - 1 1 1 1 2 1 - 2 # of Home Sales Volume Sales Price Sales										-100%		
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Home Sales Home Sales Price Soult												
3rd Q 2018 9 51,665,500 4,300,000 - - - 2 3 3 1 -						-						
Change +13% -34.13% -3.10% - -100% -100% +100% +50% +200% - -100% 3rd Q 2017 8 78,439,000 4,437,500 - 1 1 1 2 1 - 2 Montauk Montauk Montauk Montauk # Sales \$5M to \$10M to # Sales \$2M to \$3.5M to \$5M to \$10M to # Sales \$20M to \$3.49M 4.99M 9.99M \$19.99M \$20M to 3rd Q 2018 15 18,439,000 850,000 1 8 5 - - 1 - - Change -21% -13.44% -7.11% - -33% +25% -100% - - - - -		Home	Sales	Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	\$3.5M to	\$5M to	\$10M to	
# of Home Sales Volume Sales Price Sales Price Sales Price Sales Sal	3rd Q 2018	Home Sales	Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to \$3.49M	\$3.5M to 4.99M	\$5M to 9.99M	\$10M to \$19.99M	
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Home Sales Volume Sales Price Soles Sole	Change	Home Sales 9 +13%	Sales Volume 51,665,500 -34.13%	Median Home Sales Price 4,300,000 -3.10%	# Sales Under 500K -	# Sales \$500K to \$999K - -100%	# Sales \$1M to 1.99M - -100%	# Sales \$2M to \$3.49M 2 +100%	\$3.5M to 4.99M 3 +50%	\$5M to 9.99M 3 +200%	\$10M to \$19.99M 1	\$20M+ - -100%
Change -21% -13.44% -7.11%33% +25% -100%	Change	Home Sales 9 +13%	Sales Volume 51,665,500 -34.13%	Median Home Sales Price 4,300,000 -3.10%	# Sales Under 500K - -	# Sales \$500K to \$999K - -100% 1	# Sales \$1M to 1.99M - -100% 1	# Sales \$2M to \$3.49M 2 +100%	\$3.5M to 4.99M 3 +50% 2	\$5M to 9.99M 3 +200%	\$10M to \$19.99M 1	\$20M+ - -100%
	Change	Home Sales 9 +13% 8 # of Home	Sales Volume 51,665,500 -34.13% 78,439,000 Total Home Sales	Median Home Sales Price 4,300,000 -3.10% 4,437,500 Median Home	# Sales Under 500K - - - - # Sales Under	# Sales \$500K to \$999K - -100% 1 Montal # Sales \$500K to	# Sales \$1M to 1.99M - -100% 1 1 K # Sales \$1M to	# Sales \$2M to \$3.49M 2 +100% 1 # Sales \$2M to	\$3.5M to 4.99M 3 +50% 2 # Sales \$3.5M to	\$5M to 9.99M 3 +200% 1 # Sales \$5M to	\$10M to \$19.99M 1 - - - # Sales \$10M to	\$20M+100% 2 # Sales
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3rd Q 2017 334 596,233,806 917,555 57 131 76 38 12 11 7 2	Change 3rd Q 2017 3rd Q 2018 Change	Home Sales 9 +13% 8 # of Home Sales 15 -21% 19 # of Home	Sales Volume 51,665,500 -34.13% 78,439,000 Total Home Sales Volume 18,439,000 -13.44% 21,302,204 Total Home Sales	Median Home Sales Price 4,300,000 -3.10% 4,437,500 Median Home Sales Price 850,000 -7.11% 915,110 The I	# Sales Under 500K # Sales Under 500K 1 - 1 Hampt # Sales Under	# Sales \$500K to \$999K - -100% 1 Montal # Sales \$500K to \$999K 8 -33% 12 ONS (AII # Sales \$500K to	# Sales \$1M to 1.99M - -100% 1 # Sales \$1M to 1.99M 5 +25% 4 Markets # Sales \$1M to	# Sales \$2M to \$3.49M 2 +100% 1 # Sales \$2M to \$3.49M - -100% 2 Combine # Sales \$2M to	\$3.5M to 4.99M 3 +50% 2 # Sales \$3.5M to 4.99M th) # Sales \$3.5M to	\$5M to 9.99M 3 +200% 1 # Sales \$5M to 9.99M 1 - - -	# Sales \$10M to \$19.99M - - - - # Sales \$10M to \$19.99M - - - - 7	# Sales \$20M+ -100% 2 # Sales \$20M+ - - -