

HAMPTONS Q1 2019 HOME SALES REPORT

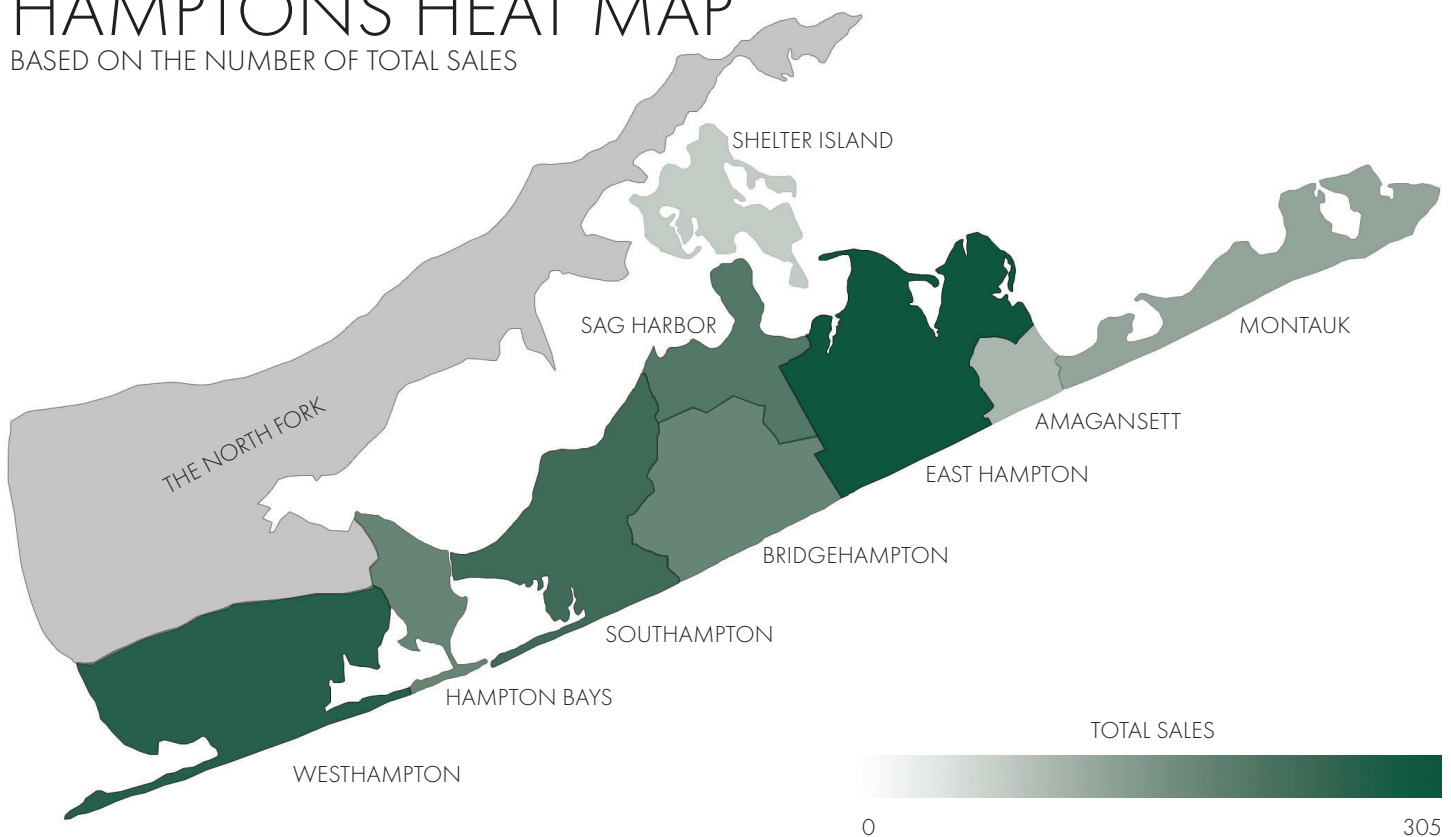
"The first three months of 2019 proved to be like a day at the beach with rough seas! There are wild swings all over the charts. Clearly the year-to-year comparison of the 1st Quarter 2018 to 2019 was, for the most part, calm. Only 6% fewer homes traded hands but the Total Home Sales Volume dropped 13%. This was due largely to 4 sales over \$20M in 2018, and zero-zip-none in 2019. But the \$10 - \$19.99M price category had 3 more home sales which was a 150% increase from 2018."

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+
	Q1 2019	305	\$581,552,034	\$1,150,000	32	116	83	39	10	20	5	-
	CHANGE	-6%	-13.19%	+1.55%	-37%	+16%	-10%	+8%	-41%	-9%	+150%	-100%
	Q1 2018	324	\$669,886,818	\$1,132,500	51	100	92	36	17	22	2	4

HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

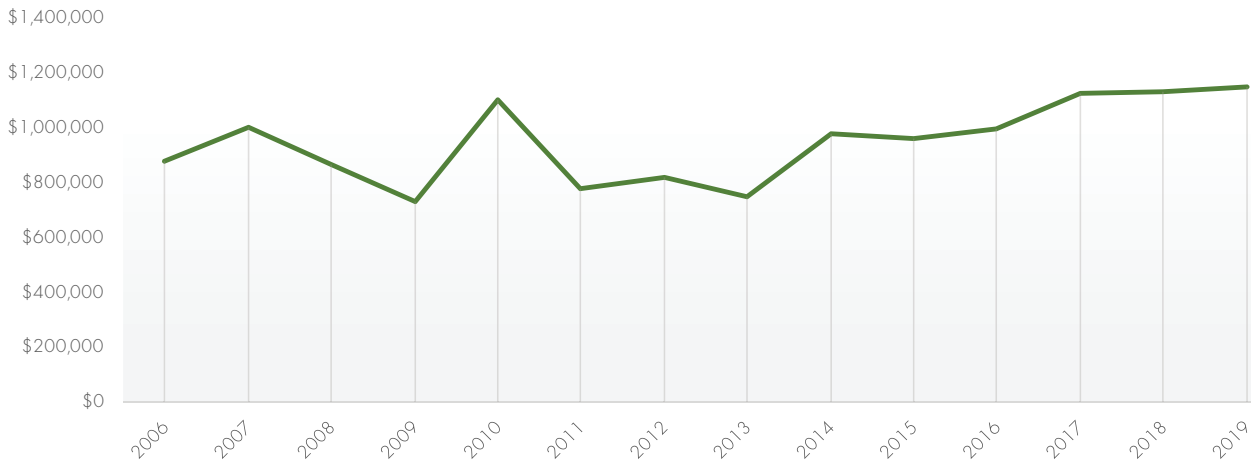


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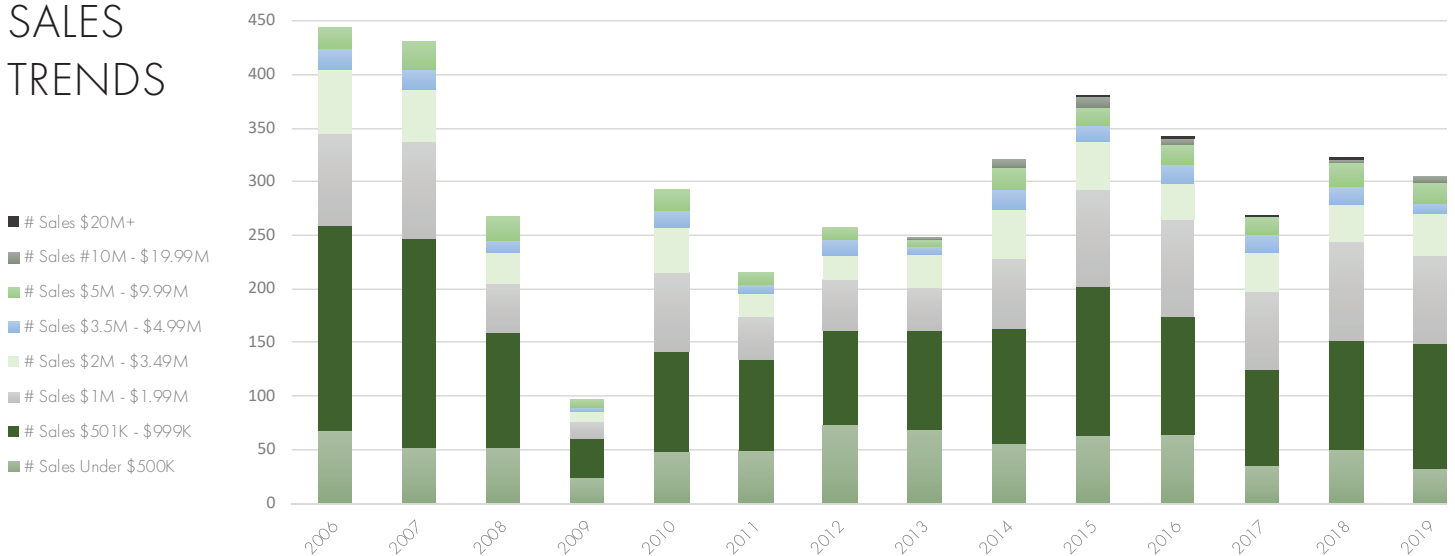
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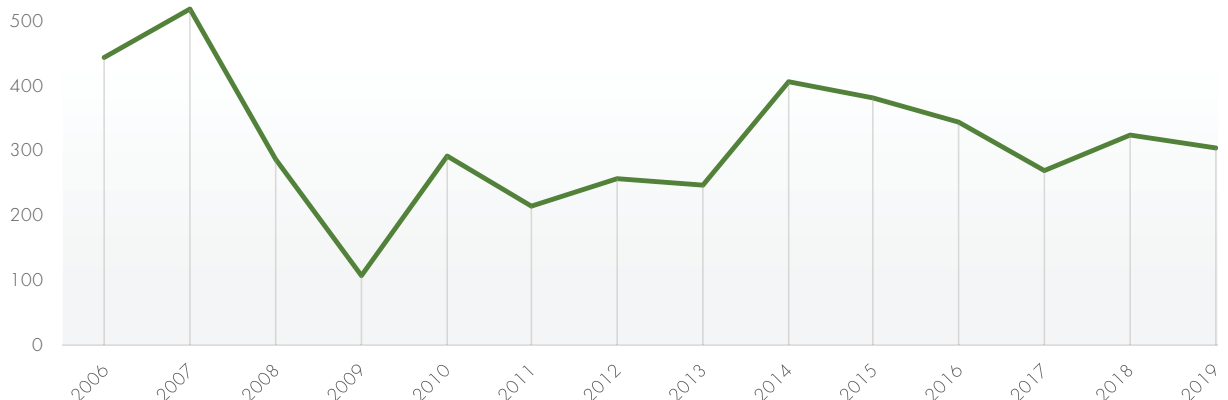
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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Web# 108691

THE END

"Montauk was the Big Kahuna, with an amazing 82% increase in the Number of Home Sales, and 118% blast in Total Home Sales Volume - both statistical high water marks for the 1st Quarter Town & Country Real Estate Home Sales Report. Montauk's Median Home Sales rose 43% from \$995,000 in 1st Quarter 2018 to \$1.426 1st Quarter 2019, but that wasn't the highest high tide. Amagansett's Median Home Sales Price rose 26% but 29% fewer homes sold resulting in a 31% less Total Home Sales Volume."

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MONTAUK		# 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+
	Q1 2019	20	\$50,794,499	\$1,426,000	-	6	10	-	1	2	1	-
	CHANGE	+82%	+118.37%	+43.32%	-	-	+900%	-100%	-	+100%	-	-
	Q1 2018	11	\$23,260,500	\$995,000	-	6	1	2	1	1	-	-
AMAGANSETT		# 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+
	Q1 2019	10	\$27,285,000	\$2,543,750	-	1	2	4	2	1	-	-
	CHANGE	-29%	-30.78%	+26.40%	-100%	-	-50%	+100%	-	-67%	-	-
	Q1 2018	14	\$39,418,000	\$2,012,500	2	1	4	2	2	3	-	-

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Web# 73134

EAST HAMPTON

"Looking east, we see East Hampton Village experienced the greatest statistical drop in Median Home Sales for the quarter, in the 12 markets monitored by Town & Country Real Estate."

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EAST HAMPTON AREA INCLUDES WAINSCOTT		# 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+
	Q1 2019	62	\$84,900,475	\$1,315,443	3	23	29	6	-	1	-	-
	CHANGE	-21%	-12.55%	+33.21%	-50%	-34%	-3%	+100%	-100%	-	-	-
	Q1 2018	78	\$97,086,664	\$987,500	6	35	30	3	3	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+
	Q1 2019	10	\$69,015,000	\$4,115,000	-	1	1	3	-	2	3	-
	CHANGE	-	-13.35%	-46.03%	-	-50%	-	-	-100%	-60%	+200%	-100%
	Q1 2018	10	\$79,650,000	\$7,625,000	-	2	-	-	1	5	1	1

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Web# 52809

SOUTHAMPTON

"The Southampton Village Median Home Sales Price spiked +68% from \$1,612,500 in 2018 to \$2,710,000 in 2019. Truth be told, prior Town & Country Real Estate Quarterly Reports show Southampton Village is simply back to normal levels — 2018 was not in line with what that Village ordinarily closes. Staying with Southampton Village, we see half as many homes traded — only 8 for the entire quarter, and the Total Home Sales Volume sank 68% to only \$23M — a weak quarter for Southampton Village."

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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+
	Q1 2019	33	\$35,988,682	\$850,000	4	18	7	4	-	-	-	-
	CHANGE	-18%	-36.31%	-31.03%	-33%	+50%	-50%	-33%	-100%	-100%	-	-
	Q1 2018	40	\$56,502,504	\$1,232,500	6	12	14	6	1	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+
	Q1 2019	8	\$22,978,000	\$2,710,000	2	1	-	3	-	2	-	-
	CHANGE	-50%	-68.44%	+68.06%	-	-80%	-100%	+50%	-100%	-33%	-	-100%
	Q1 2018	16	\$72,813,000	\$1,612,500	-	5	4	2	1	3	-	1

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BRIDGE & SHELTER ISLAND

"Bridgehampton had six less home sales, and a drop of 29% in Total Home Sales Volume, for the first quarter of 2019. Shelter Island's Total Home sales Volume rose 55% with 38% more homes selling in the first three months of this year."

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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+
	Q1 2019	30	\$118,327,850	\$2,993,300	-	4	7	6	5	7	1	-
	CHANGE	-17%	-29.03%	-7.90%	-100%	+100%	-13%	-40%	-17%	+17%	-	-100%
	Q1 2018	36	\$166,722,319	\$3,250,000	1	2	8	10	6	6	1	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+
	Q1 2019	11	\$12,716,678	\$899,000	2	5	3	-	1	-	-	-
	CHANGE	+38%	+55.24%	-9.83%	-	-	-	-	-	-	-	-
	Q1 2018	8	\$8,191,857	\$997,000	-	5	3	-	-	-	-	-

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SAG HARBOR

"Sag Harbor Village experienced a whopping +300% activity in the \$2-3.49M range which in turn resulted in a 42% leap in Total Home Sales Volume."

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SAG HARBOR AREA INCLUDES NOVACK & 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+
	Q1 2019	23	\$42,707,237	\$1,175,000	1	9	8	3	-	2	-
	CHANGE	+15%	+54.75%	-14.23%	-	+50%	-27%	-	-	-	-
	Q1 2018	20	\$27,597,375	\$1,370,000	-	6	11	3	-	-	-

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+
	Q1 2019	13	\$20,422,024	\$1,450,000	1	4	4	4	-	-	-
	CHANGE	+30%	+42%	+17.17%	-	+33%	-33%	+300%	-	-	-
	Q1 2018	10	\$14,381,500	\$1,237,500	-	3	6	1	-	-	-

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WEST OF THE CANAL

"Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) had gains in all 3 categories monitored by Town & Country Real Estate with 17% more homes trading hands and 16% greater Total Home Sales Volume and a 2.5% higher Median Home Sales Price. Hampton Bays, the gateway to the Hamptons, had a tick up in Median Home Sales Price to \$510,000 from \$450,000."

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WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUOGUE	# 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+
	Q1 2019	56	\$79,515,473	\$896,230	6	29	11	6	1	3	-
	CHANGE	+17%	+16.44%	+2.48%	-54%	+107%	+10%	-14%	-50%	+50%	-
	Q1 2018	48	\$68,289,250	\$874,500	13	14	10	7	2	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+
	Q1 2019	29	\$16,901,116	\$510,000	13	15	1	-	-	-	-
	CHANGE	-12%	+5.80%	+13.33%	-43%	+67%	-	-	-	-	-
	Q1 2018	33	\$15,973,849	\$450,000	23	9	1	-	-	-	-

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