

HAMPTONS YEAR END 2018 HOME SALES REPORT

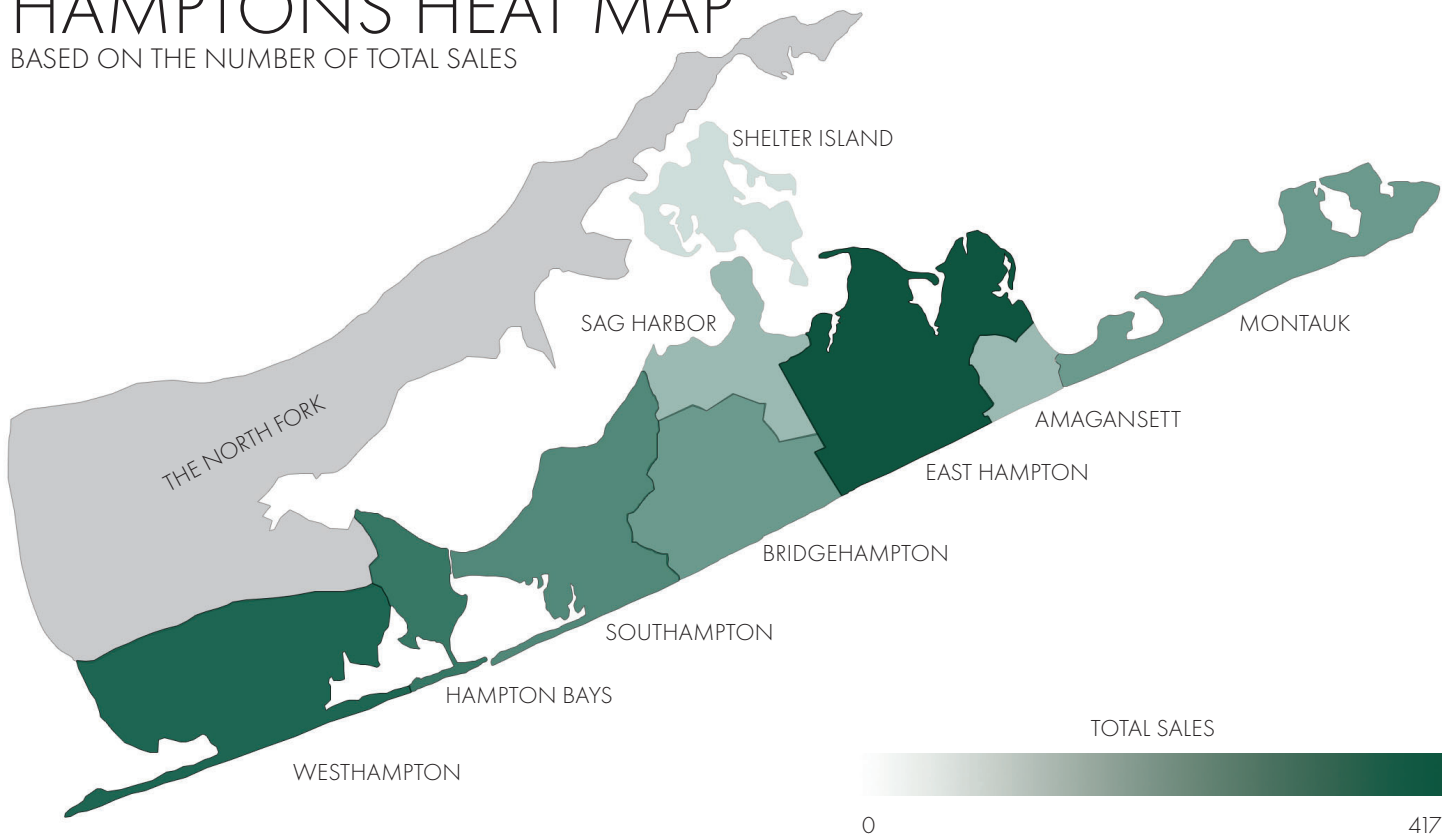
"Reflecting back at Hamptons Home Sales for 2018, we see relatively stable markets with a few exceptions. Looking at all Hamptons Markets Combined and the statistics show us 2018 was comparable to 2017. Over all of the 3 criteria monitored by Town & Country the market as a whole was basically flat."

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+
	2018	2,052	\$3,943,258,009	\$999,000	309	726	511	239	105	116	39	7
	CHANGE	-3%	+1.06%	+0.56%	-9%	-4%	+1%	+14%	-	+26	+18%	-36%
	2017	2,122	\$3,901,965,397	\$993,475	341	756	505	279	105	92	33	11

HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

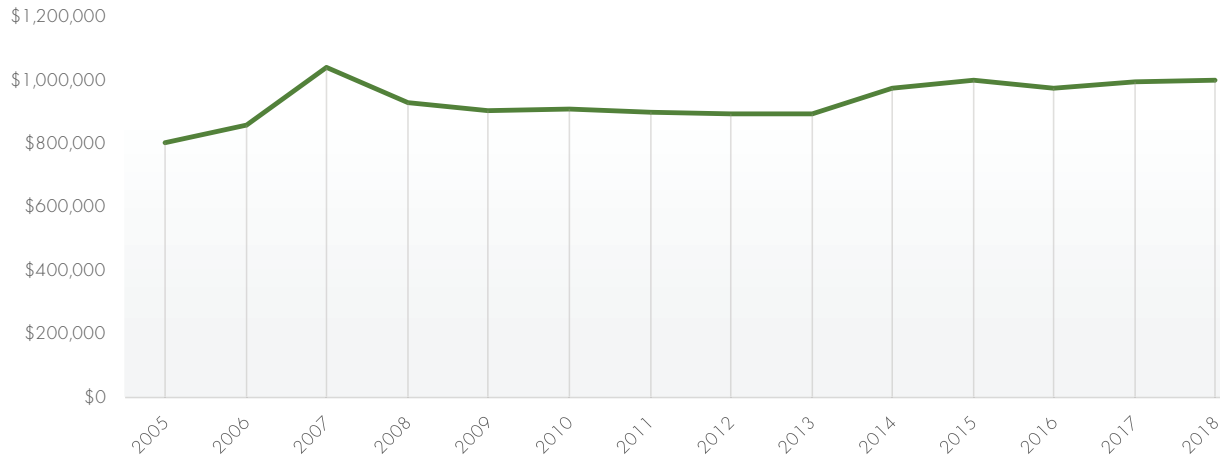


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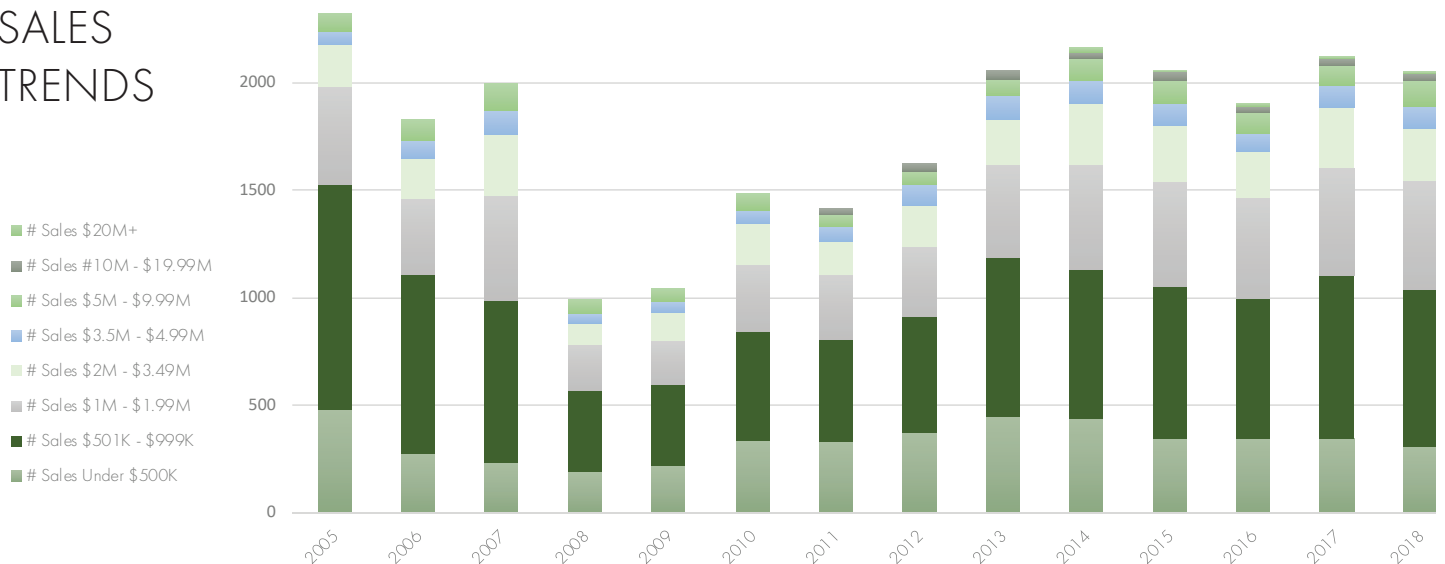
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HAMPTONS YEAR END 2018 HOME SALES REPORT

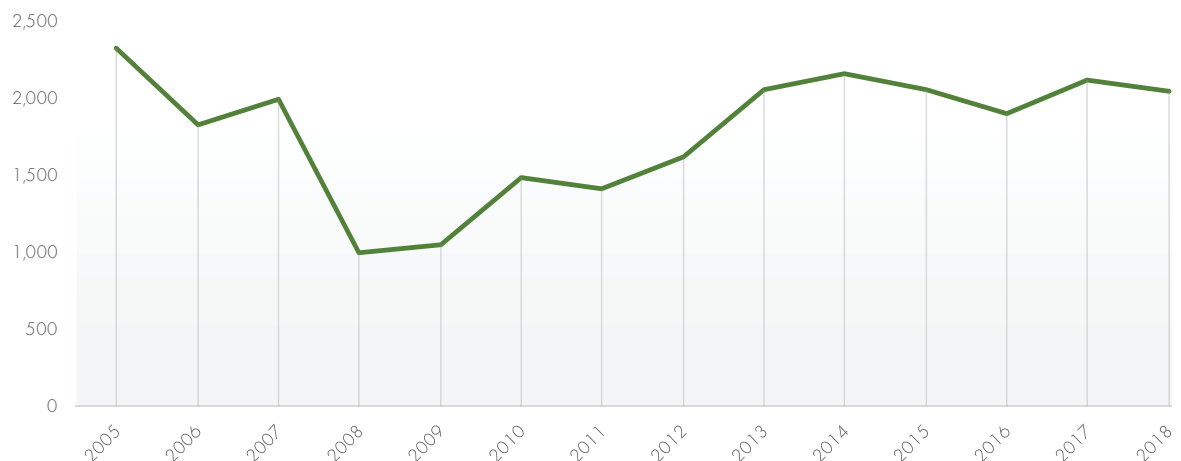
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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HAMPTONS YEAR END 2018 HOME SALES REPORT



THE END

"Montauk had fewer home sales (-180%) but the sales were at higher prices therefore, resulting in Median home Sales price +17.56% and total Home Sales Volume +12.48%. Amagansett experienced +180% increase in the sale of homes \$5M - \$9.99M, from 5 in 2017 to 14 in 2018. The most significant change for that beautiful Hamptons hamlet."

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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+
	2018	87	\$175,663,083	\$1,175,000	2	36	26	12	3	7	-	1
	CHANGE	-18%	+12.48%	+17.56	-	-31%	-19%	-25%	-	+75%	-	-
	2017	106	\$156,196,771	\$999,500	2	52	32	16	-	4	-	-
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+
	2018	75	\$233,545,154	\$2,150,000	2	7	25	18	7	14	2	-
	CHANGE	+6%	+26.22%	+19.44%	-	-46%	+9%	-	-13%	+180%	-	-
	2017	71	\$185,024,691	\$1,800,000	2	13	23	18	8	5	2	-

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Web# 73134

EAST HAMPTON

"The East Hampton Area, which includes Wainscott, had the most transfers with 417 and the greatest Total Home Sales Volume at \$622,544,443. East Hampton Village had an amazing year with a staggering \$4,878,750 Median Home Sales Price, a 57.4% leap from \$3,100,000 in 2017. Furthermore, the Total Home Sales Volume jumped 30% year-over-year."

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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+
	2018	417	\$622,544,443	\$990,000	40	176	134	44	12	9	1	1
	CHANGE	-10%	+9.97%	+9.39%	+20%	-19%	+2%	-	+9%	+50%	-	-
	2017	461	\$566,090,679	\$905,000	50	218	131	44	11	6	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+
	2018	62	\$368,863,192	\$4,878,750	1	6	4	8	13	22	6	2
	CHANGE	+9%	+29.72%	+57.38%	-50%	+50%	-67%	-38%	+18%	+175%	+50%	-33%
	2017	57	\$284,350,815	\$3,100,000	2	4	12	13	11	8	4	3

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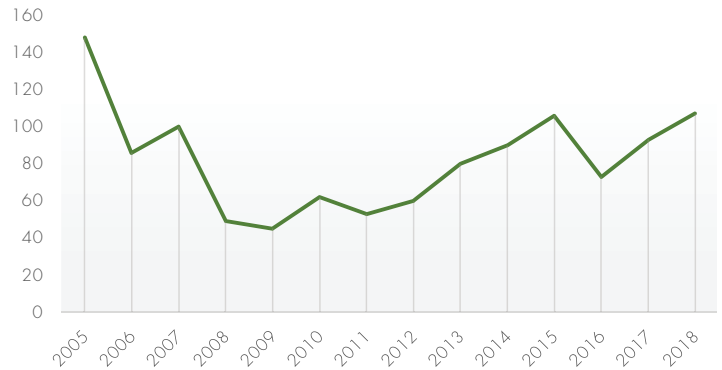
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SOUTH & BRIDGE

"The Southampton Area was statistically on par year-to-year except for the \$5M - \$9.99M price category which shot up 400%. Southampton Village on the other hand saw the steepest decline in the \$20M+ category at -83%. Bridgehampton, also extremely flat, with evidence that homes under \$1m are fewer and fewer."

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SOUTHAMPTON AREA HOME SALES
\$500K TO \$1M



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+
	2018	236	\$298,586,926	\$875,000	34	107	60	24	5	5	1	-
	CHANGE	+6%	+6.15%	-7.89%	+6%	+15%	-	-11%	-44%	+400%	-	-
	2017	223	\$281,281,460	\$950,000	32	93	60	27	9	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+
	2018	87	\$355,142,927	\$2,100,000	2	16	24	10	14	11	9	1
	CHANGE	-14%	-35.12%	-25%	-33%	+129%	-	-60%	+27%	-35%	+13%	-83%
	2017	101	\$547,415,410	\$2,800,000	3	7	24	25	11	17	8	6

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+
	2018	194	\$820,350,636	\$2,960,000	5	15	48	51	28	29	16	2
	CHANGE	+2%	+6.21%	-1.14%	+25%	-38%	+12%	+24%	+8%	-17%	+7%	-
	2017	190	\$772,373,579	\$2,994,000	4	24	43	41	26	35	15	2

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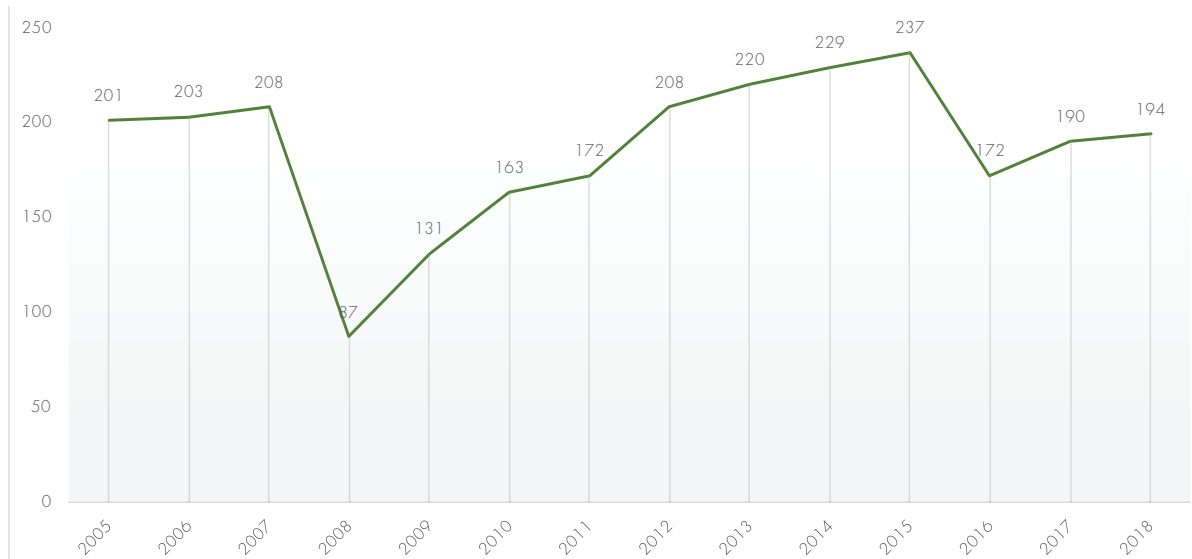
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BRIDGEHAMPTON 13-YEAR HOME SALES STUDY

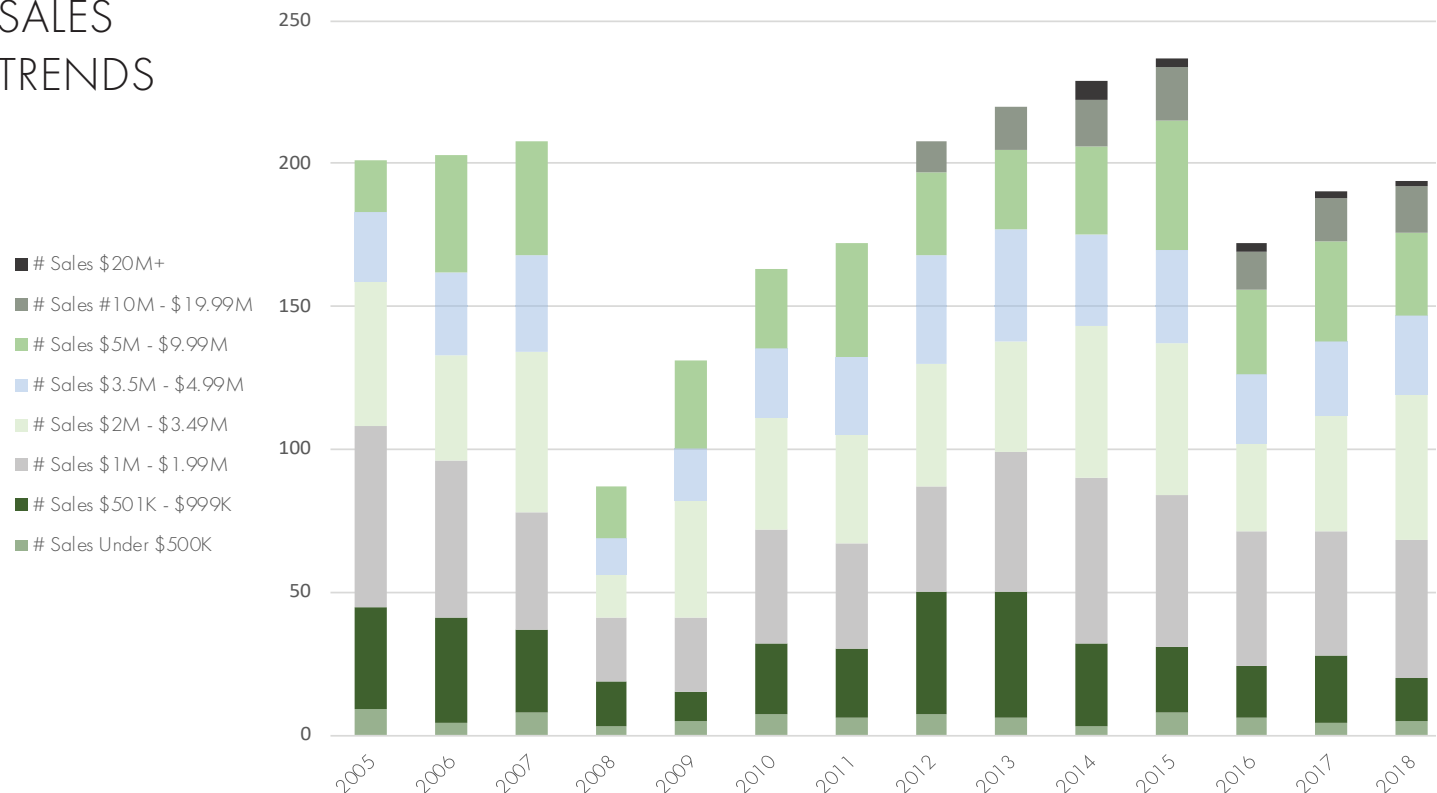
BRIDGEHAMPTON IN FOCUS

INCLUDES WATER MILL & SAGAPONACK

TOTAL # OF HOME SALES



SALES TRENDS



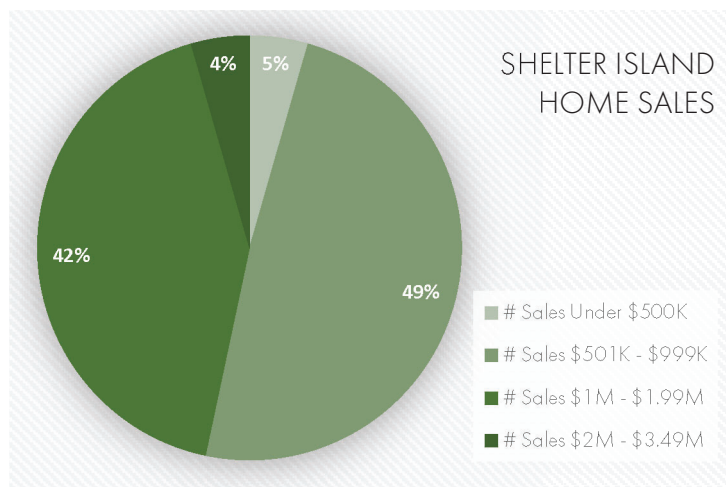
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SAG & SHELTER

"Shelter Island has obviously hit some trade winds with 40% fewer Home Sales and 47% less Total Home Sales Volume. Conversely, the Median Home Sales Price rose 22% from \$820,000 in 2017 to \$999,000 in 2018. Sag Harbor was a bit more of an ebb and flow. The number of home sales under \$1M was up approximately 30%. The \$1M - \$1.99M range dropped 17% and \$2M - \$3.49M was down 11%. Conversely, the \$5M - \$9.99M range shot up 25%."

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SAG HARBOR AREA <small>INCLUDES NOVACK & NORTH HAVEN</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+
	2018	129	\$211,017,694	9	47	41	21	5	5	1	-
	CHANGE	-8%	-14.40%	-	+7%	-13%	-22%	-44%	+67%	-	-
	2017	140	\$246,517,046	9	44	47	27	9	3	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+
	2018	76	\$146,429,525	-	25	25	16	5	5	-	-
	CHANGE	-1%	-4.38%	-100%	+32%	-17%	-11%	-	+25%	-	-
	2017	77	\$153,135,801	1	19	30	18	5	4	-	-

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+
	2018	45	\$51,756,607	2	22	19	2	-	-	-	-
	CHANGE	-40%	-47.01%	-80%	-48%	+36%	-60%	-100%	-100%	-	-
	2017	75	\$97,671,280	10	42	14	5	1	3	-	-

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Web# 112023

WEST OF THE CANAL

"Hampton Bays logged the greatest increase in activity of all East End towns with 15% more homes trading hands. Westhampton cranked the needle higher with sales over \$5M from 7 in 2017 to 10 in 2018."

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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+	
	2018	364	\$483,264,986	\$884,500	60	157	95	30	12	8	2	-
	CHANGE	-3%	+2.46%	+8.10%	-35%	+5%	+30%	-29%	-14%	+33%	+100%	-
	2017	377	\$417,679,377	\$818,260	92	149	73	42	14	6	1	-

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+
	2018	280	\$176,072,836	\$477,500	152	112	10	3	1	1	1	-
	CHANGE	+15%	+25.56%	+0.26%	+23%	-38%	-	-	-	-	-	-
	2017	244	\$140,228,488	\$476,250	134	91	16	3	-	-	-	-

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