

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

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.

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Judi A. Desiderio, CEO  
jd@TCHamptons.com

\*Source: The Real Estate Report

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EAST HAMPTON  
631.324.8080

BRIDGEHAMPTON  
631.537.3200

SOUTHAMPTON  
631.283.5800

WESTHAMPTON BEACH  
631.288.3030

MONTAUK  
631.668.0500

MATTITUCK  
631.298.0600

GREENPORT  
631.477.5900



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