

TOWN & COUNTRY

HAMPTONS 4TH QUARTER 2018

HOME SALES REPORT

The last three months of 2018 was a solid quarter for Hamptons Home Sales with a few pockets of dips.

To get a clear picture of the overall sales activity you need to read this report from the bottom up!

Looking at **All Hamptons Market** combined, you clearly see strength in all three criteria monitored by **TOWN & COUNTRY**. Realized gains - The **Number of Home Sales** up 12%, **Total Home Sales Volume** up 15% and **Median Home Sales Price** up 2%. Six of the eight specific price ranges rose by as much as 67%, with only the \$2 - \$3.49M price range down 14% or 8 less home sales. The \$20M and up had one vs two in year to year.

The glaring **WOW** factor is the \$10 - \$20M up 67%, additionally \$3.5-\$4.99 range was up 32% and \$5-\$9.99M up 25%. Those are inarguable boosts for the high end!

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+
4th Q 2018	443	893,071,545	1,075,000	62	154	110	51	25	30	10	1
Change	+12%	+14.71%	+1.58%	+24%	+8%	+24%	-14%	+32%	+25%	+67%	-50%
4th Q 2017	394	778,530,780	1,056,500	50	145	89	59	19	24	8	2

Looking at individual markets, we see **East Hampton Village** regains the crown with a **Median Home Sales Price** of \$4,569,240.

Amagansett **Median Home Sales Price** rocketed up 75% from \$1,467,500 in 2017 to \$2,562,500 in 2018, and the **Number of Home Sales** shot up 83%! While these statistical increases raise eyebrows, truth be told, 2018's 4th Quarter numbers are more indicative of **Amagansett's** norm than the 4th Quarter of 2017 was.

Several markets had significant gains in **Total Home Sales Volume** - **Amagansett** +49%, **Bridgehampton** (which includes Water Mill and Sagaponack) +47%, **Southampton Area** (which includes North Sea) +50%, **East Hampton Village** +46%, **Hampton Bays** +41%, **Montauk** +42%, **Westhampton** (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue) +33%, but the big kahuna was **Sag Harbor Village** with a staggering increase of 141%. The only market which seemed to take a break was **Shelter Island** with 58% fewer **Home Sales** and 73% less **Total Home Sales Volume** - but the silver lining was the **Median Home Sales Price** up 37% to \$1.27M from \$925,000.

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*Source: The Real Estate Report

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