

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 **Number 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.

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+
3rd Q 2018	339	596,513,254	1,050,000	46	118	95	47	11	15	7	-
Change	+1%	+0.05%	+14.43%	-19%	-10%	+25%	+24%	-8%	+36%	-	-100%
3rd Q 2017	334	596,233,006	917,555	57	131	76	38	12	11	7	2

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 **Number of Home Sales** and a 74% leap in **Total Home Sales Volume**. 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 **Number of Home Sales** and **Total Home Sales Volume** respectively, while posting a 20% increase in **Median Home Sales Price** 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 **Number of Home Sales** (-21%), **Total Home Sales Volume** (-13%), and **Median Home Sales Price** (-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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* Source: The Real Estate Report

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