

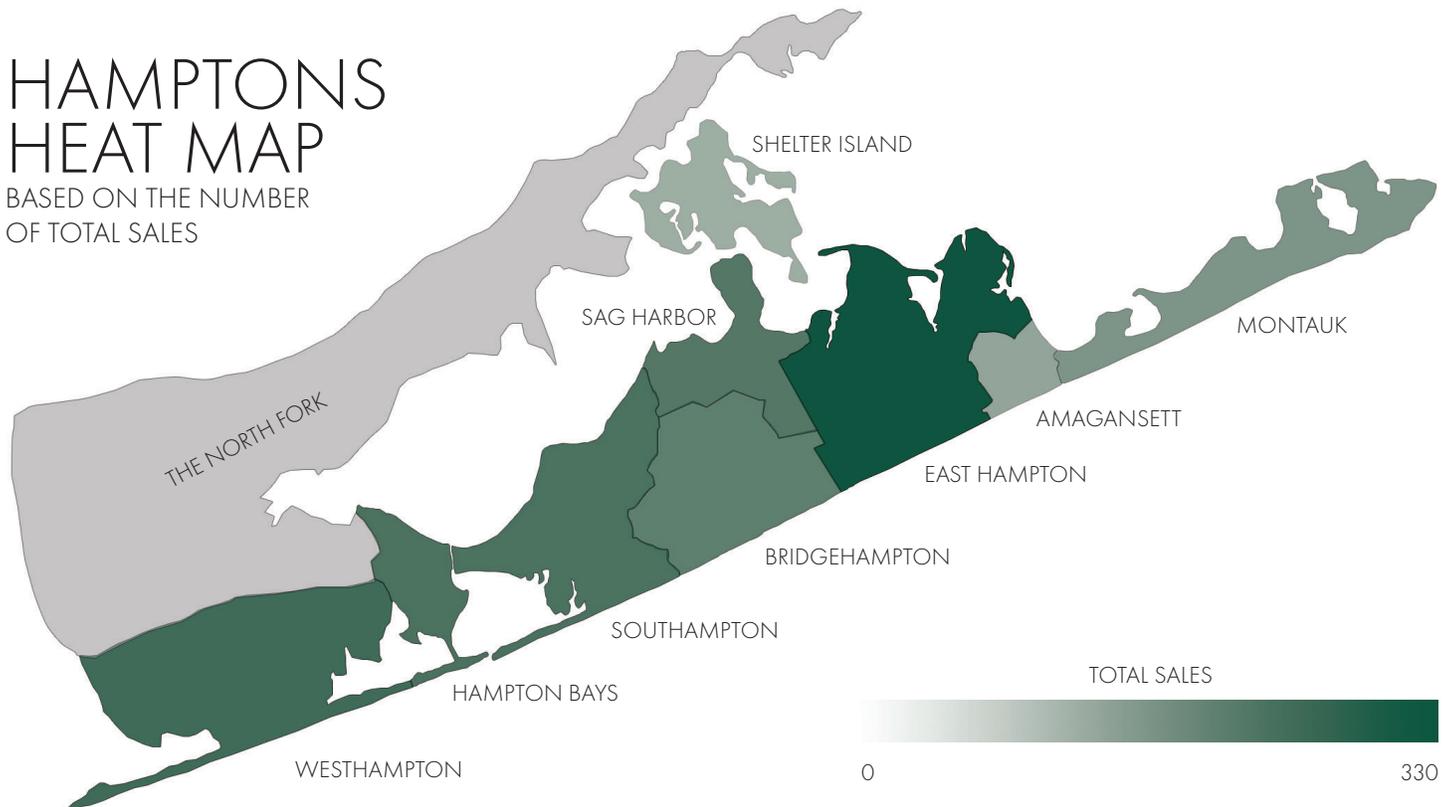
"The 2nd Quarter of 2019 was a serious case of push and pull for Hamptons Real Estate. More pull back and push forward, though it wasn't all bad. To demonstrate the true market condition for the 2nd quarter, let's begin at the bottom with All Hamptons Markets Combined. There's quite a bit of red in all but one price range, \$20M+, where there were 2 sales in 2019 and only 1 in 2018. They were 236 Quimby Lane for \$26M and 901 Scuttlehole Road at just over \$20M. The Scuttlehole Road property was part of the Edward S. Gordon Estate. Back in the 1990's, Mr. Gordon chose to move from Ocean Road to North of the Highway in Bridgehampton. I credit him with enlightening the public of the beauty of North of the Highway. He created "Three Ponds Farm" and values in Bridgehampton North took off. Other than that one home sale, the difference year-to-year in all other price categories and the 3 criteria monitored by Town & Country declined. Overall, the Number of Home Sales dropped 22% in the Hamptons, with the \$2-\$3.49M price range declining by as much as 37% year-to-year. All statistics considered The Hamptons Home Sales Market for the 2nd Quarter 2019 deflated somewhat."

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+	
	Q2 2019	330	699,940,590	1,050,000	34	126	75	40	27	19	7	2
	CHANGE	-22%	-22.91%	-11.21%	-36%	-13%	-21%	-37%	-4%	-32%	-22%	+100%
	Q2 2018	422	908,009,149	1,182,500	53	145	95	63	28	28	9	1

HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES



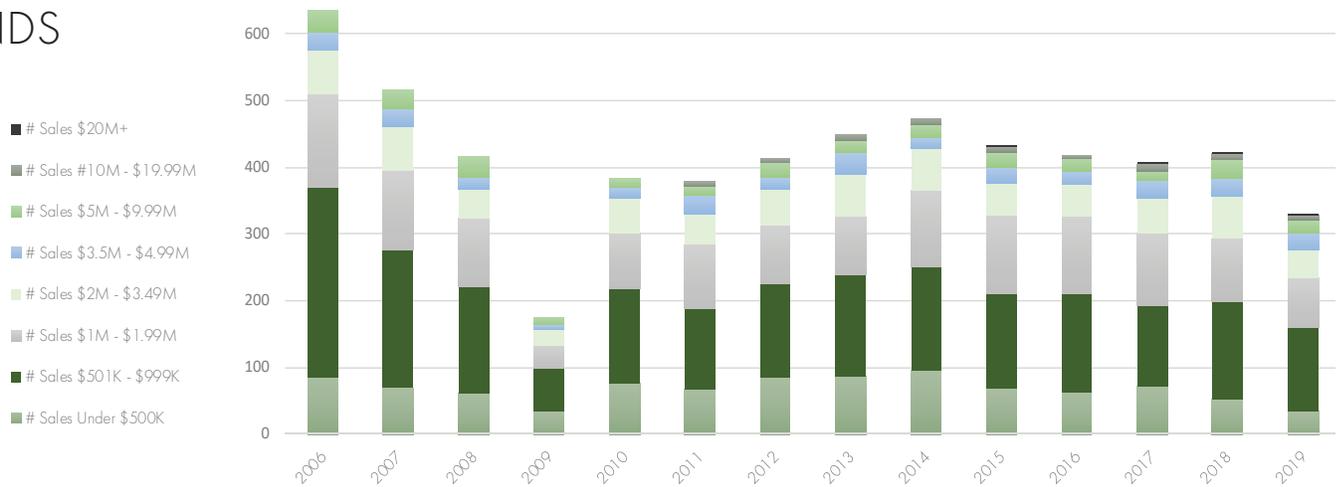
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MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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Web# 345577

THE END

"Montauk appears to be riding a new wave with Number of Home Sales up 54%, yet the Median Home Sales Price sank 37% from \$1.75M to \$1.1M year-over-year. It seems the Montauk buyers are hungry for those great beachy cottages."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+	
	Q2 2019	20	27,578,927	1,100,000	-	9	9	1	1	-	-	-
	CHANGE	+54%	-8.63%	-37.14%	-	+200%	+125%	-75%	-	-100%	-	-
	Q2 2018	13	30,184,500	1,750,000	-	3	4	4	-	2	-	-

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+	
	Q2 2019	14	46,505,500	3,125,000	-	2	4	1	4	3	-	-
	CHANGE	-30%	-27.35%	+41.24%	-	-33%	-20%	-83%	+33%	-	-	-
	Q2 2018	20	64,015,000	2,212,500	-	3	5	6	3	3	-	-

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Web# 110110

EAST HAMPTON

"East Hampton Village retains the crown for the highest Median Home Sales Price, though it is nearly 31% lower than last year from \$6M to \$4.15M, 2018 to 2019."

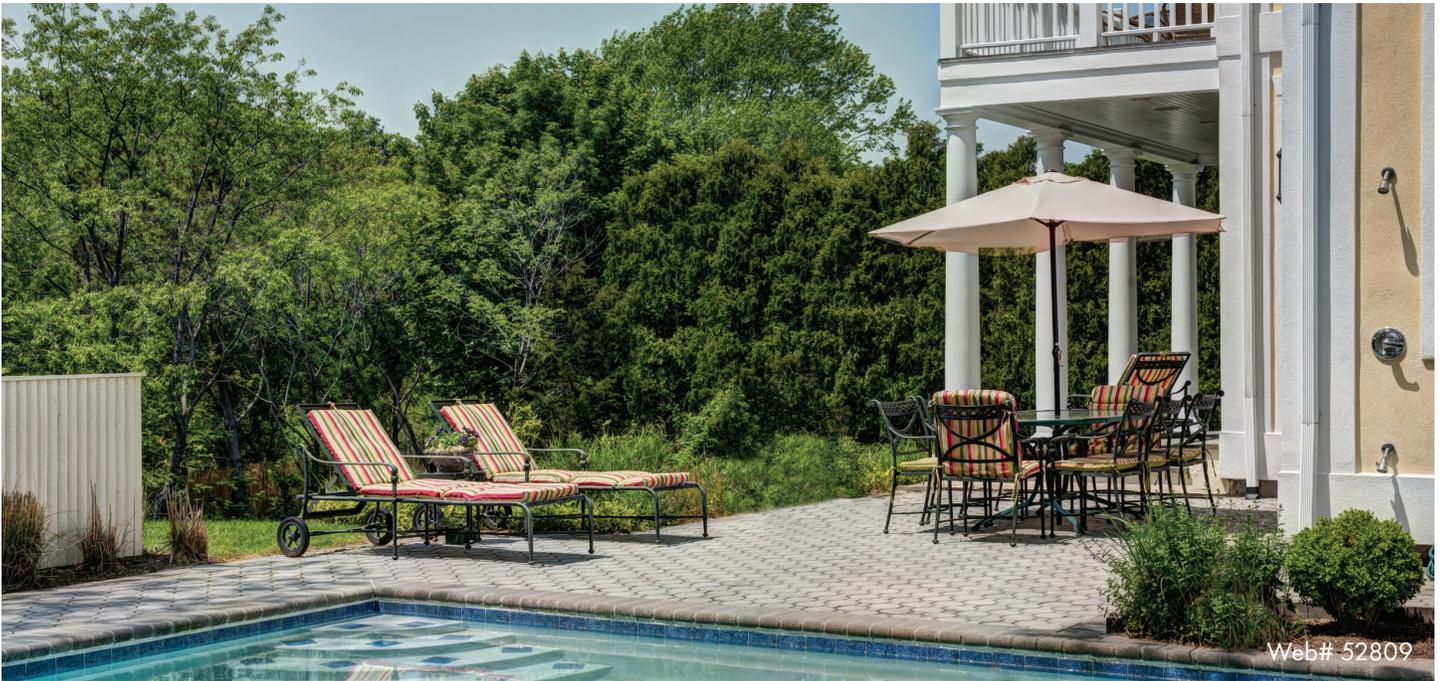
Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

EAST HAMPTON AREA <small>INCLUDES WAINSCOTT</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+	
	Q2 2019	63	115,419,521	1,064,376	2	28	18	9	2	3	1	-
	CHANGE	-35%	-42.99%	+9.17%	-67%	-42%	-18%	-18%	-50%	-25%	-	-100%
	Q2 2018	97	202,471,729	975,000	6	48	22	11	4	4	1	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+	
	Q2 2019	8	28,694,000	4,150,000	-	1	2	-	3	2	-	-
	CHANGE	-11%	-44.71%	-30.83%	-	-	+100%	-	+200%	-60%	-100%	-
	Q2 2018	9	51,895,000	6,000,000	-	1	1	-	1	5	1	-

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Web# 52809

SOUTHAMPTON

"Southampton Village Median Home Sales Price took the baton and ran up 63% year-to-year from \$2.175M in 2018 to \$3.55M in 2019."
Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

SOUTHAMPTON AREA <small>INCLUDES NORTH SEA</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+	
	Q2 2019	27	46,536,576	844,100	2	14	3	4	3	1	-	-
	CHANGE	-41%	-32.38%	-27.08%	-67%	-7%	-80%	-43%	+200%	-50%	-	-
	Q2 2018	46	68,816,367	1,157,500	6	15	15	7	1	2	-	-

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+	
	Q2 2019	15	75,691,500	3,550,000	-	1	1	5	3	2	3	-
	CHANGE	-17%	+67.66%	+63.22%	-100%	-67%	-75%	+25%	-40%	+100%	-	-
	Q2 2018	18	45,146,108	2,175,000	1	3	4	4	5	1	-	-

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Web# 107407

BRIDGE & SHELTER ISLAND

"Bridgehampton (which includes Water Mill and Sagaponack) logged the 2 home sales over \$20M, yet saw a drop of 27% in the Number of Home Sales and 20% in Total Home Sales Volume from \$217M in 2018 to \$173M in 2019. Shelter Island is enjoying a significant increase in home sales over \$2M which resulted in a Total Home Sales Volume surge of 91% from \$11M in 2018 to \$20.7M in 2019 same time period."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+	
	Q2 2019	35	173,321,649	2,900,000	1	1	10	7	5	7	2	2
	CHANGE	-27%	-20.06%	-6.45%	-	-67%	+25%	-56%	-29%	-13%	-60%	-
	Q2 2018	48	216,802,969	3,100,000	1	3	8	16	7	8	5	-

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+	
	Q2 2019	11	20,737,000	990,000	-	6	2	1	1	1	-	-
	CHANGE	+10%	+91.21%	-3.41%	-100%	+50%	-60%	-	-	-	-	-
	Q2 2018	10	10,845,000	1,025,000	1	4	5	-	-	-	-	-

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SAG HARBOR

"In Sag Harbor Village, the \$2-\$3.499M price category shot up 150% which pushed the Median Home Sales Price up nearly 43%. Yet last year same time period there were 2 sales in the \$5-\$9.99M and this year none."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

SAG HARBOR AREA INCLUDES NOYACK & 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+	
	Q2 2019	24	44,259,000	967,500	3	10	7	2	1	-	1	-
	CHANGE	-20%	-16.14%	-12.92%	+50%	-23%	-	-60%	-50%	-	-	-
	Q2 2018	30	52,776,000	1,111,000	2	13	7	5	2	-	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+	
	Q2 2019	15	32,137,500	1,750,000	-	3	5	5	2	-	-	-
	CHANGE	-6%	-12.13%	+42.86%	-	-40%	-	+150%	-	-100%	-	-
	Q2 2018	16	36,575,900	1,225,000	-	5	5	2	2	2	-	-

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Web# 106553

WEST OF THE CANAL

"Westhampton (which includes Westhampton Beach, Remsenberg, East Quogue, Quogue, and Quogue) experienced more home sales at higher prices as quantified by a 16% increase in Median Home Sales Price, but the number of Home Sales dropped 35% yielding a 40% decline in Total Home Sales Volume."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

WESTHAMPTON INCLUDES REMSENBERG, 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+	
	Q2 2019	47	60,674,028	964,000	4	23	13	5	2	-	-	-
	CHANGE	-35%	-40.32%	+15.94%	-67%	-23%	-28%	-38%	-33%	-	-100%	-
	Q2 2018	72	101,663,620	831,500	12	30	18	8	3	-	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+
	Q2 2019	51	28,385,389	515,000	22	28	1	-	-	-	-
	CHANGE	+19%	+5.85%	+15.73%	-8%	+65%	-	-	-	-100%	-
	Q2 2018	43	26,816,956	445,000	24	17	1	-	-	1	-

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