

HAMPTONS 3Q 2019 HOME SALES REPORT

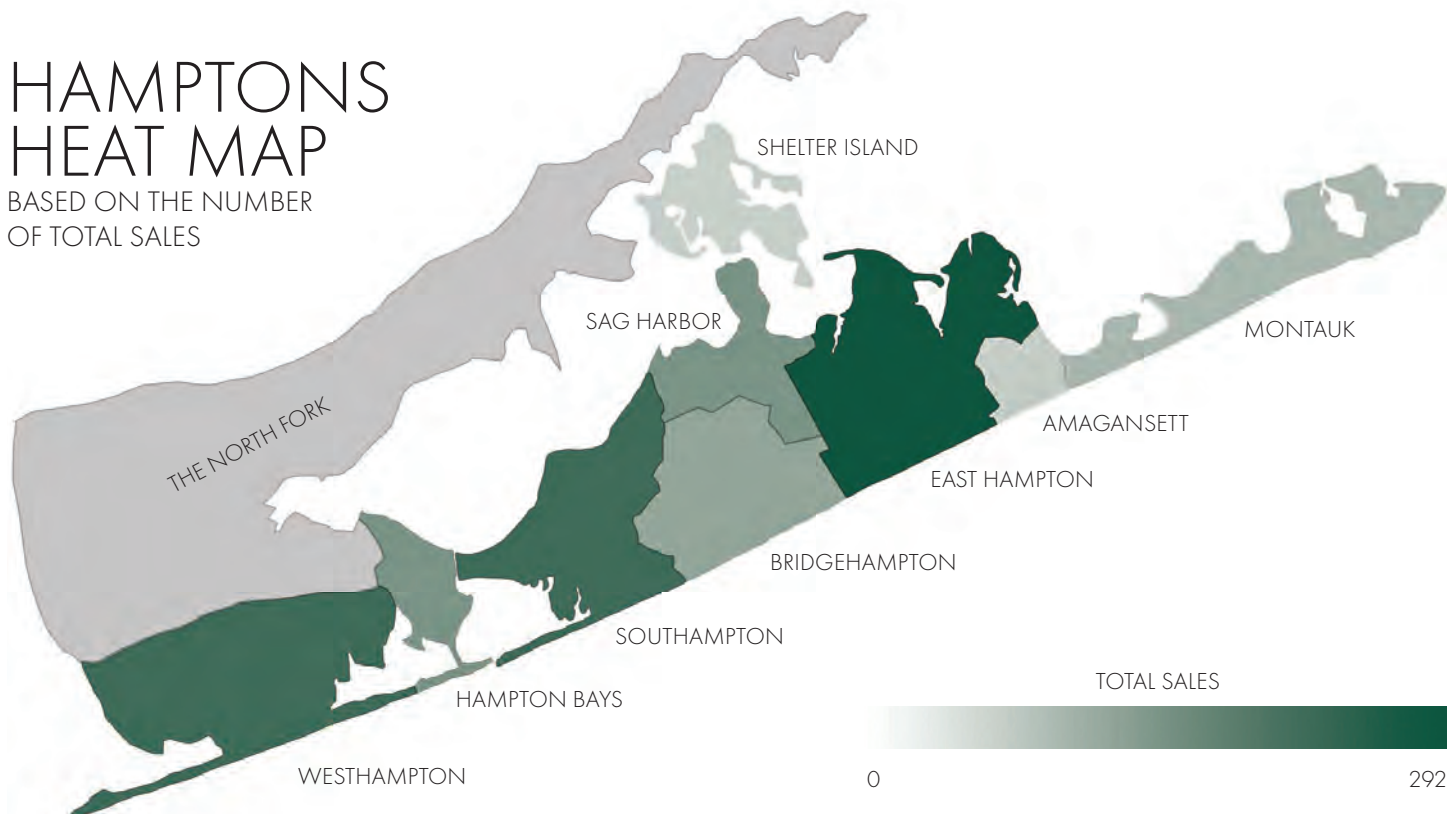
"Hamptons Real Estate in the 3rd Quarter of 2019 was like a carnival game with ping pong balls landing and leaping in every direction. The good news is the numbers prove it's not really as bad as the media made it out to be. Looking at All Hamptons Markets Combined and the red across the board jumps right out at you, particularly on the high end, with 60% fewer home sales \$5M-\$9.99M and 43% less home sales \$10M-\$19.99M. Yet there was one sale over \$20M in 2019 — the corner of Lily Pond and Hedges on 3.3 acres which closed for \$20.6M — and zero in 2018. The selling season is underway. Many savvy buyers are moving their resources into real estate."

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+
	3Q 2019	292	480,871,862	1,031,250	28	116	83	44	10	6	4	1
	CHANGE	-14%	-19.39%	-1.79%	-39%	-2%	-13%	-6%	-9%	-60%	-43%	-
	3Q 2018	339	596,513,254	1,050,000	46	118	95	47	11	15	7	-

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



To view all reports visit: <http://www.townandcountryhamptons.com/market-reports>

All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice. (Source: The Real Estate Report Inc.)



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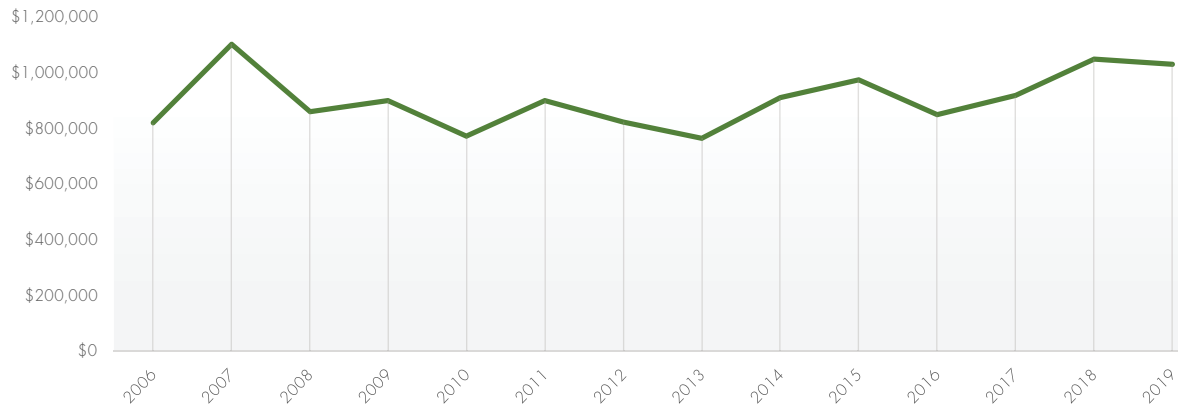
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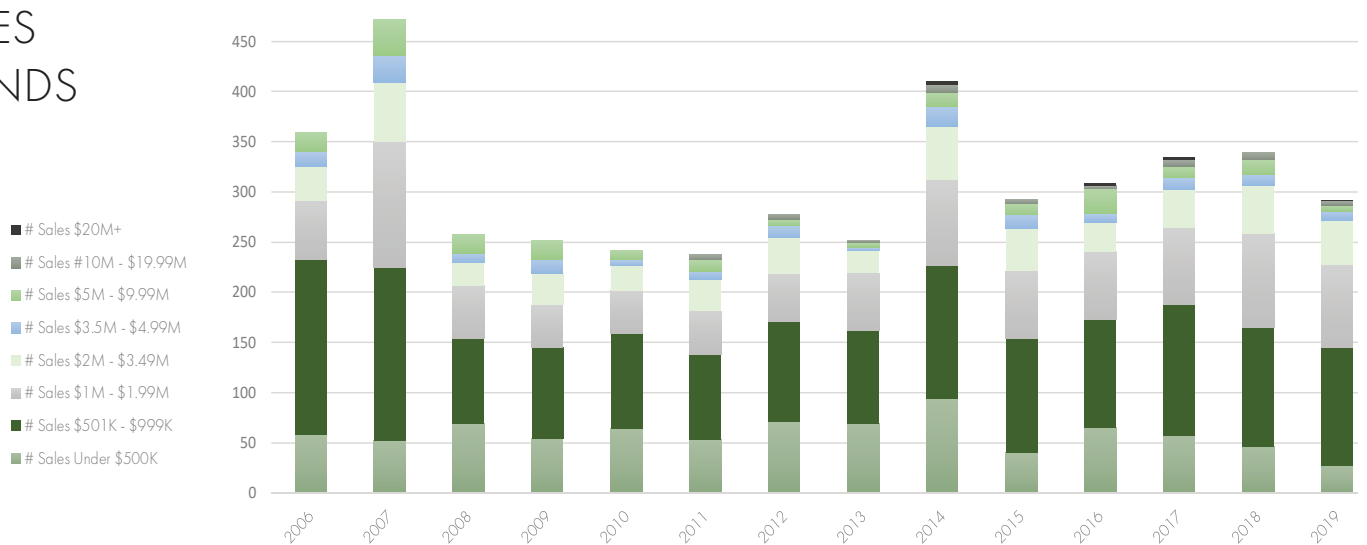
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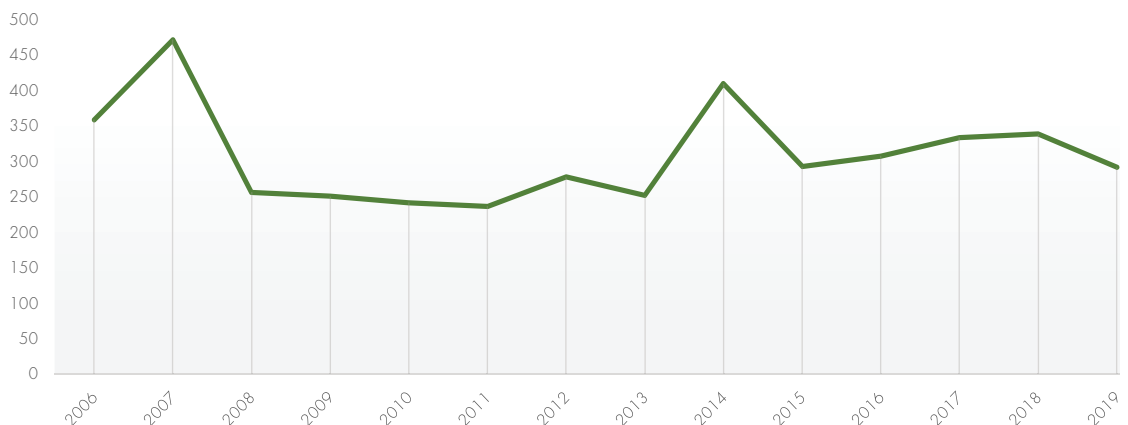
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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Web# 51562

THE END

"Montauk may have had three less sales year over year but the 45% increase in Total Home Sales Volume and 77% explosion in Median Home Sales Price set high water marks for the 12 individual markets monitored by Town & Country for the quarter. Amagansett didn't come close to its 2018 record of \$5.25 for 3rd quarter Median Home Sales Price."

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+
	3Q 2019	12	26,639,000	1,500,000	-	4	3	4	-	-	1	-
	CHANGE	-20%	+44.47%	+76.47%	-100%	-50%	-40%	-	-	-100%	-	-
	3Q 2018	15	18,439,000	850,000	1	8	5	-	-	1	-	-

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+
	3Q 2019	7	27,000,000	1,500,000	-	2	2	-	1	1	1	-
	CHANGE	-	-17.83%	-71.43%	-	-	-	-100%	-	-67%	-	-
	3Q 2018	7	32,860,700	5,250,000	-	-	2	1	-	3	1	-

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HAMPTONS 3Q 2019 HOME SALES REPORT



Web# 347171

EAST HAMPTON

"East Hampton Village recorded the highest Median Home Sales Price of \$3M — certainly not a record for East Hampton Village or the Hamptons at large. East Hampton Area (which includes Wainscott) closed the most Number of Home Sales in both 2019 and 2018 for the quarter — 63."

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

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+
	3Q 2019	63	83,929,337	987,000	3	31	23	4	-	1	1	-
	CHANGE	-	+9.07%	-5.19%	-63%	+35%	+10%	-60%	-100%	-	-	-
	3Q 2018	63	76,951,248	1,041,000	8	23	21	10	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+
	3Q 2019	9	41,660,000	3,000,000	-	1	1	5	1	-	-	1
	CHANGE	-	-19.37%	-30.23%	-	-	-	+150%	-67%	-100%	-100%	-
	3Q 2018	9	51,665,500	4,300,000	-	-	-	2	3	3	1	-

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HAMPTONS 3Q 2019 HOME SALES REPORT



SOUTHAMPTON

"Southampton Village was a bit out of sorts for July, August, and September 2019 closing 25% fewer homes and a decline in Total Home Sales Volume. A closer look and we see zero sales in the price categories \$3.5M and above for the quarter 2019 vs. two in 2018. Southampton Area (which includes North Sea) had three less sales, all of which were under \$2M. But, the Total Home Sales Volume rose 27% and the Median Home Sales Price picked up 19%."

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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+
	3Q 2019	37	53,111,646	999,000	1	18	9	8	1	-	-	-
	CHANGE	-8%	+26.89%	+18.58%	-75%	-14%	-25%	+300%	-	-	-	-
	3Q 2018	40	41,856,615	842,500	4	21	12	2	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+
	3Q 2019	12	22,820,000	1,675,000	-	3	4	5	-	-	-	-
	CHANGE	-25%	-53.93%	+1.52%	-	-	-33%	+67%	-100%	-100%	-100%	-
	3Q 2018	16	49,533,750	1,650,000	-	3	6	3	2	1	1	-

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BRIDGE & SHELTER ISLAND

"Bridgehampton (which includes Water Mill and Sagaponack), another Hamptons crown jewel, took the summer off. There were 38% fewer closings and 46% less Total Home Sales Volume. Shelter Island enjoyed a strong tail wind with the Number of Home Sales leaping 57% year over year. The Total Home Sales Volume an impressive +44%! Conversely, the Median Home Sales Price sank 39%."

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+
	3Q 2019	23	73,297,750	2,100,000	-	4	7	6	2	3	1	-
	CHANGE	-38%	-46.02%	-8.70%	-100%	+300%	-42%	-57%	-	-25%	-67%	-
	3Q 2018	37	135,781,850	2,300,000	1	1	12	14	2	4	3	-

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+
	3Q 2019	11	13,620,500	775,000	1	5	4	-	1	-	-	-
	CHANGE	+57%	+43.96%	-38.98%	-	+67%	+33%	-100%	-	-	-	-
	3Q 2018	7	9,461,000	1,270,000	-	3	3	1	-	-	-	-

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Web# 106607

SAG HARBOR

"Sag Harbor Area (which includes Noyack and North Haven) saw a respectable improvement particularly in the \$2M - \$3.49M price category which rose 150%."

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+
	3Q 2019	23	39,832,058	1,390,000	2	8	6	5	1	1	-	-
	CHANGE	+5%	+14.62%	+27.82%	+100%	-11%	-25%	+150%	-	-50%	-	-
	3Q 2018	22	34,750,825	1,087,500	1	9	8	2	-	2	-	-

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+
	3Q 2019	11	19,015,390	1,650,000	-	1	6	4	-	-	-	-
	CHANGE	-	+0.73%	-	-	-67%	+50%	-	-	-	-	-
	3Q 2018	11	18,877,375	1,650,000	-	3	4	4	-	-	-	-

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Web# 347381

WEST OF THE CANAL

"West of the canal also experienced a pull back. Hampton Bays closed 40% less deals which resulted in 62% less Total Home Sales Volume. 2019 saw NO homes sales over \$2M, yet in 2018 there were 4! Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) had a less severe pull back with 12% less homes sales and 21% lower Total Home Sales Volume."

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WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUOGUE	# 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+
	3Q 2019	52	61,228,481	942,500	9	22	15	3	3	-	-
	CHANGE	-12%	-21.23%	-7.14%	+29%	-	-32%	-50%	+200%	-100%	-
	3Q 2018	59	77,729,247	1,015,000	7	22	22	6	1	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+
	3Q 2019	32	18,717,700	538,750	12	17	3	-	-	-	-
	CHANGE	-40%	-61.49%	+2.62%	-50%	-32%	-	-100%	-100%	-	-100%
	3Q 2018	53	48,606,144	525,000	24	25	-	2	1	-	1

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