

HAMPTONS 4Q 2019 HOME SALES REPORT

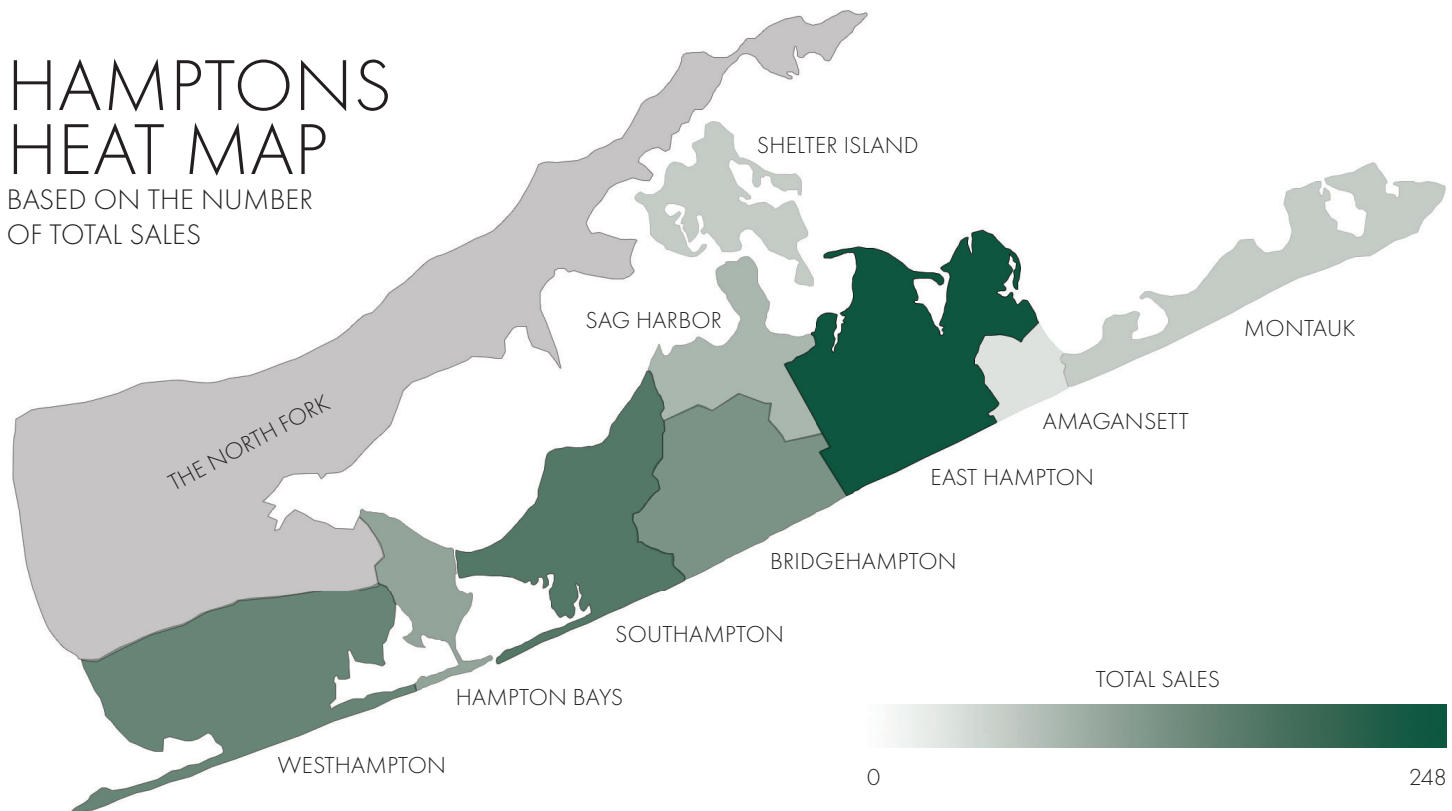
"Brace yourself! I've been warning that the 4th Quarter Home Sales Report was going to be bad...well it certainly was. In my three decades of reporting on the Hamptons Real Estate statistics, this is the first time we've experienced such declines without the catalyst of a financial crisis such as the '87 crash or when Bear & Lehman fell. In fact, we've never seen our markets decline while the Dow soars! Let's dig deeper into the numbers and define these figures. Looking at All Hamptons Markets Combined and the view of the last 3 months of 2019 shows a considerable pull back in home sales (-44%) yet the Median Home Sales Price increased 23.26%. The ultra high end (\$20M+) shot up 200% year over year. In my professional opinion this was the bottom for this market cycle! Keep in mind these figures reflect deals that were negotiated and put in contract 3 months or more before the close and recording. All 8 Town & Country Real Estate offices experienced the busiest December and January we have seen in over a decade. This tells me we are now bouncing off that bottom. Obviously time to jump in and secure your piece of East End dirt!"

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+
	4Q 2019	248	614,997,036	1,325,000	19	85	69	35	15	14	8	3
	CHANGE	-44%	-31.14%	+23.26%	-69%	-45%	-37%	-31%	-40%	-53%	-20%	+200%
	4Q 2018	443	893,071,545	1,075,000	62	154	110	51	25	30	10	1

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



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

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

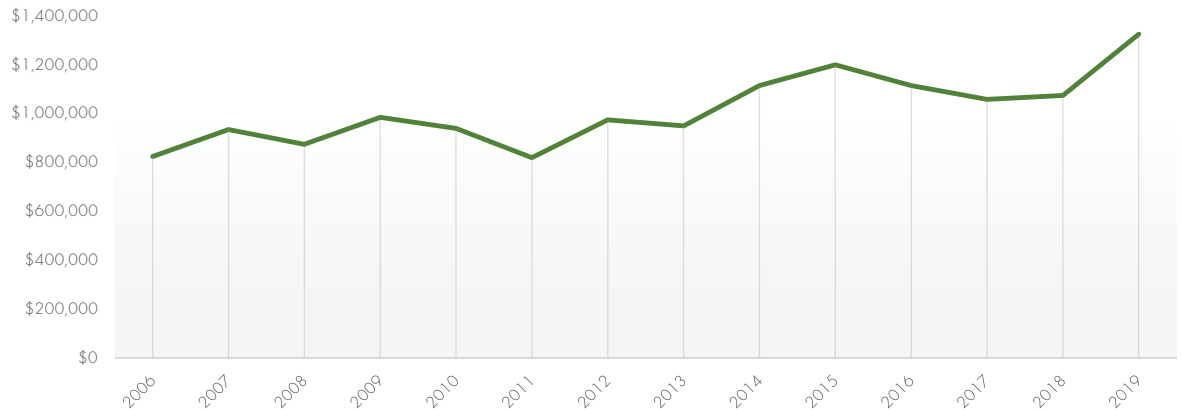
MATTITUCK

GREENPORT

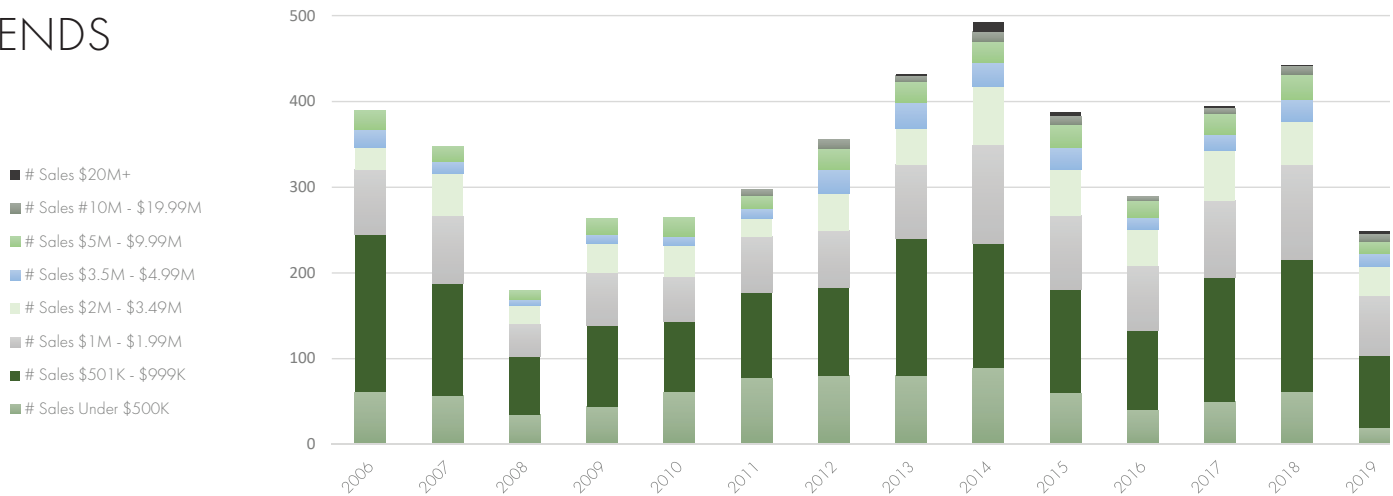
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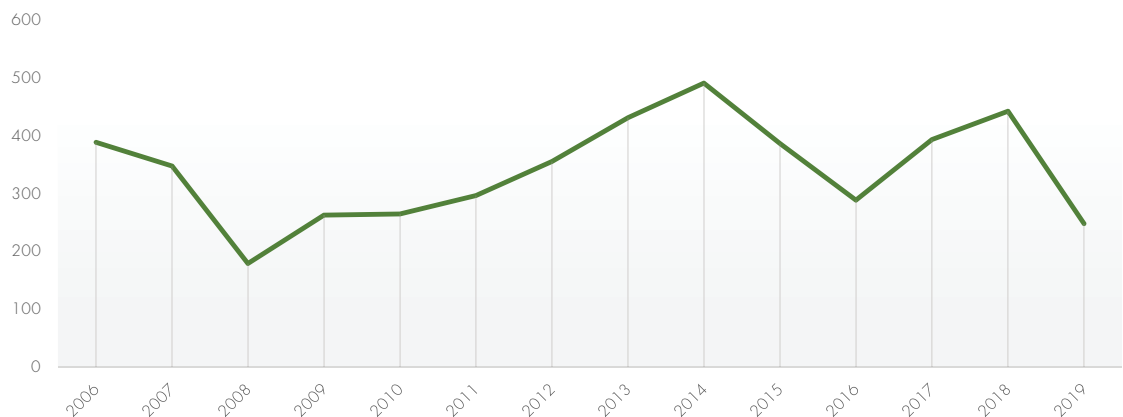
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

"Montauk traded 56% fewer homes. While the Total Home Sales Volume declined 26%, the Median Home Sales Price shot up nearly 36% to \$1,562,500. This could be more of an inventory problem than an interest issue. Amagansett saw much fewer transfers (-68%). Only 7 homes traded hands in the last 3 months of 2019. This reduced the Total Home Sales Volume by 67%, yet the Median Home Sales Price rose 35% to a very impressive \$3.45M."

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+
	4Q 2019	12	37,260,000	1,562,500	-	3	4	2	2	-	1	-
	CHANGE	-56%	-26.07%	+35.87%	-	-77%	-50%	-	+100%	-100%	-	-
	4Q 2018	27	50,401,100	1,150,000	-	13	8	2	1	3	-	-
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+
	4Q 2019	7	20,838,763	3,450,000	-	-	3	1	3	-	-	-
	CHANGE	-68%	-67.05%	+34.63%	-	-100%	-63%	-86%	+50%	-100%	-100%	-
	4Q 2018	22	63,250,046	2,562,500	-	2	8	7	2	2	1	-

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EAST HAMPTON

"East Hampton Area (which includes Wainscott) experienced the greatest drop in Median Home Sales Price from \$1,239,625 4th Q 2018 to \$975,000 in 2019. Additionally the Number of Home Sales went down 43% and Total Home Sales Volume dropped by 57.55%. East Hampton Village remains one of our crown jewels with a Median Home Sales Price of \$4,625M for the 4th Q 2019 - a slight up-tick from 2018's \$4,569,240. But the Number of Home Sales were half that of the year before and the Total Home Sales Volume sank 42%."

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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+
	4Q 2019	43	50,755,978	975,000	4	19	17	3	-	-	-	-
	CHANGE	-43%	-57.55%	-21.35%	-20%	-32%	-39%	-73%	-100%	-100%	-	-
	4Q 2018	76	119,569,163	1,239,625	5	28	28	11	1	3	-	-

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+
	4Q 2019	8	53,701,425	4,625,000	-	1	1	1	1	3	-	1
	CHANGE	-50%	-42.15%	+1.22%	-100%	-	-50%	-	-80%	-25%	-100%	-
	4Q 2018	16	92,831,480	4,569,240	1	1	2	1	5	4	1	1

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\$11,900,000
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SOUTHAMPTON

"Southampton Area (which includes North Sea) docked the greatest increase in Median Home Sales Price 4th Q 2019, more than double that of 2018, to \$1.76M. Southampton Village had the second largest increase in Total Home Sales Volume (+40%) in 2019, to \$124,288,000, while the Number of Home Sales and Median Home Sales Price changed very little year over year. Two of the 3 home sales over \$20M for the 4th Q 2019 were in Southampton Village — 950 Meadow Lane for \$29.875M and 412 First Neck Lane for \$22M."

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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+
	4Q 2019	24	44,231,827	1,760,000	-	10	6	5	2	1	-	-
	CHANGE	-51%	-32.23%	+107.06%	-100%	-63%	-14%	-	+100%	-	-100%	-
	4Q 2018	49	65,267,430	850,000	7	27	7	5	1	1	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+
	4Q 2019	18	124,288,000	3,850,000	1	2	3	2	2	5	1	2
	CHANGE	-5%	+40.10%	-1.91%	-	-	-25%	+100%	-50%	+25%	-67%	-
	4Q 2018	19	88,711,069	3,925,000	1	2	4	1	4	4	3	-

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BRIDGE & SHELTER ISLAND

"Shelter Island was the only market to experience an increase in the Number of Home Sales - a whopping +63% logging 13 trades in the 4th Q 2019 vs. 8 same quarter 2018. This increase pushed the Total Home Sales Volume for Shelter Island up 53% to \$15.3M. Bridgehampton (which includes Water Mill and Sagaponack) saw very little changes year over year. The same Number of Home Sales with a slight up-tick in Total Home Sales Volume (+6.2%) and a -3.36% in Median Home Sales Price. While these seem lackluster, Bridgehampton (which includes Water Mill and Sagaponack) tallied the greatest Total Home Sales Volume of \$163,831,473!"

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+
	4Q 2019	36	163,831,473	2,705,800	-	4	9	10	4	3	6	-
	CHANGE	-	+6.20%	-3.36%	-	-	-18%	+43%	-	-57%	+100%	-
	4Q 2018	36	154,267,958	2,800,000	-	4	11	7	4	7	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+
	4Q 2019	13	15,341,300	1,125,000	-	6	6	1	-	-	-	-
	CHANGE	+63%	+53.50%	-11.42%	-100%	+200%	+20%	-	-	-	-	-
	4Q 2018	8	9,994,500	1,270,000	1	2	5	-	-	-	-	-

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SAG HARBOR

"Ten of the 12 markets monitored by Town & Country declined. The worst drop was in Sag Harbor Village — down 71%! Keep in mind this is a small surface area with very few trades, so the statistical drop of 71% was a result of 6 sales compared to 21 in the 4th Quarter of 2019 vs. 2018. Conversely Sag Harbor Village Median Home Sales Price rose nearly 51% to \$2.26M from \$1.5M year over year. Fewer sales at higher prices. Sag Harbor Area (which includes Noyack and North Haven) had 48% fewer home sales and 48% less Total Home Sales Volume year over year with a slight dip in Median Home Sales Price to \$1.16M 4thQ 2019 from \$1.25 same quarter 2018."

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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+
	4Q 2019	13	24,223,488	1,160,000	-	6	5	1	-	1	-
	CHANGE	-48%	-47.97%	-7.20%	-100%	-	-38%	-83%	-100%	-	-
	4Q 2018	25	46,559,331	1,250,000	2	6	8	6	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+
	4Q 2019	6	17,940,000	2,260,000	-	1	-	3	1	1	-
	CHANGE	-71%	-60.78%	+50.67%	-	-86%	-100%	-40%	-50%	-50%	-
	4Q 2018	21	45,743,500	1,500,000	-	7	5	5	2	2	-

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HAMPTONS 4Q 2019 HOME SALES REPORT



\$4,990,000
Web# 106553

WEST OF THE CANAL

"Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue) closed 51% less home sales which resulted in 63.5% less in Total Home Sales Volume and a drop in Median Home Sales Price from \$875 in 4th Q 2018 to \$800 4th Q 2019. Hampton Bays closed 55% fewer home sales yet the Median Home Sales Price rose 23.7%. This gateway community is showing strong value increases."

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

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+
	4Q 2019	39	43,129,500	800,000	4	17	13	5	-	-	-
	CHANGE	-51%	-63.50%	-8.57%	-60%	-56%	-32%	-	-100%	-100%	-100%
	4Q 2018	80	118,172,827	875,000	10	39	19	5	3	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+
	4Q 2019	29	19,455,282	600,000	10	16	2	1	-	-	-
	CHANGE	-55%	-49.21%	+23.71%	-71%	-30%	-60%	-	-	-	-
	4Q 2018	64	38,303,141	485,000	35	23	5	1	-	-	-

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