

# HAMPTONS 1Q 2020 HOME SALES REPORT

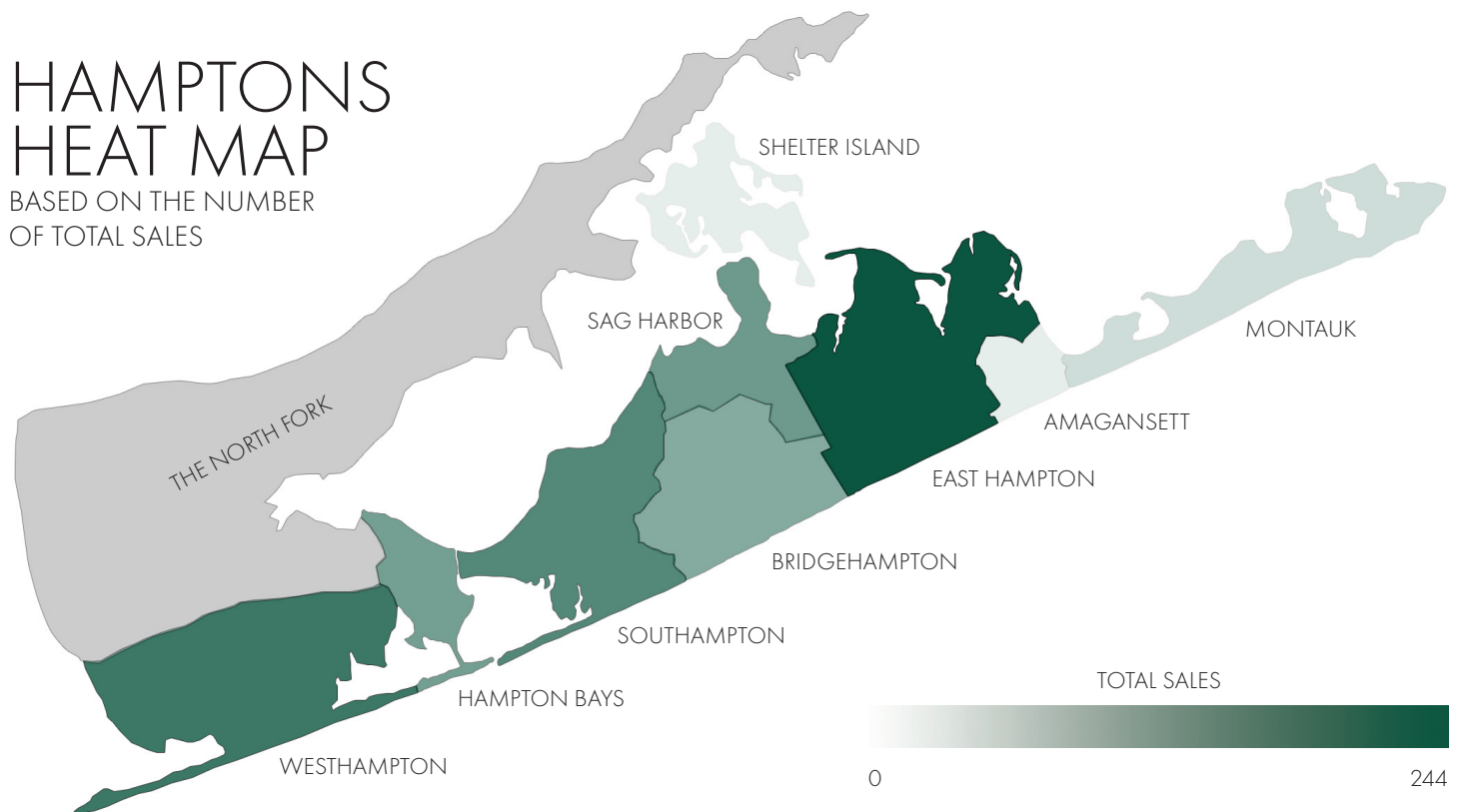
"First and foremost, we trust this finds you and your loved ones well. The world came to a grinding halt as of mid-March, but the fall out from that will not show up until the 2nd Quarter Home Sales Report, due to the nature of the time-frame from time of contract, to closing, and then recording. I do, though, hypothesize that some of the lack of statistical data here is due to the closings of government offices — in this case, lawyers and title companies were unable to record closing documents as of mid-March in Suffolk County. If the closings are not recorded, then the data doesn't show up on my report. Looking at All Hamptons Markets Combined and you can clearly see less closings (again which may be a result of county offices closed), yet the Total Home Sales Volume and Median Home Sales Price rose nearly 9% each. Furthermore, the sleeping giant was awoken — 13 homes \$10M and up traded in 2020 first quarter vs. only 4 same period last year. I will venture to say, the East End should, undoubtedly, experience heightened interest as we emerge from this life-altering event. Interest from people who wish to secure a safe haven for their families and the nostalgic experience of life and nature in full harmony. Please stay safe. Let's dive into the figures as they exist."

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+
	1Q 2020	244	632,257,397	1,250,000	26	79	60	37	16	13	10	3
	CHANGE	-20%	+8.72%	+8.70%	-19%	-32%	-28%	-5%	+60%	-35%	+100%	-
	1Q 2019	305	581,552,034	1,150,000	32	116	83	39	10	20	5	-

## HAMPTONS HEAT MAP

BASED ON THE NUMBER  
OF TOTAL SALES



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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

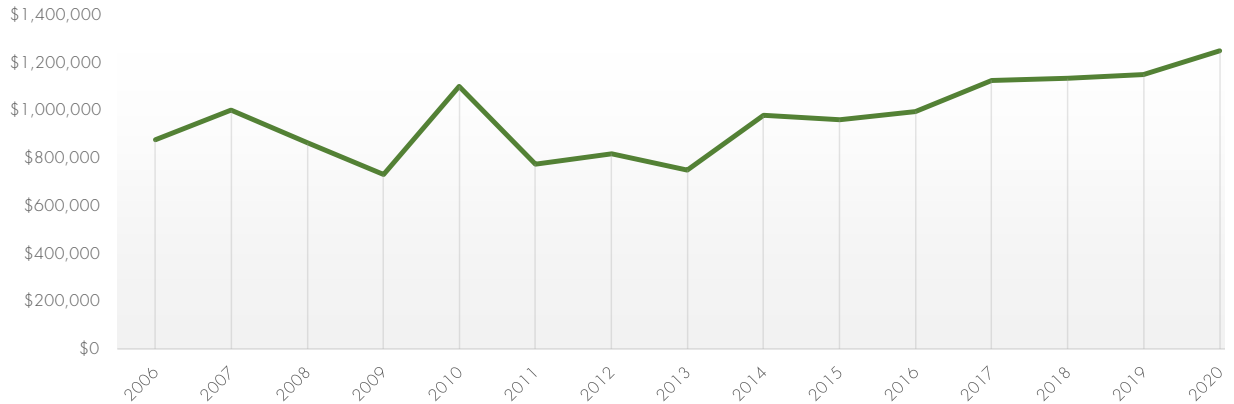
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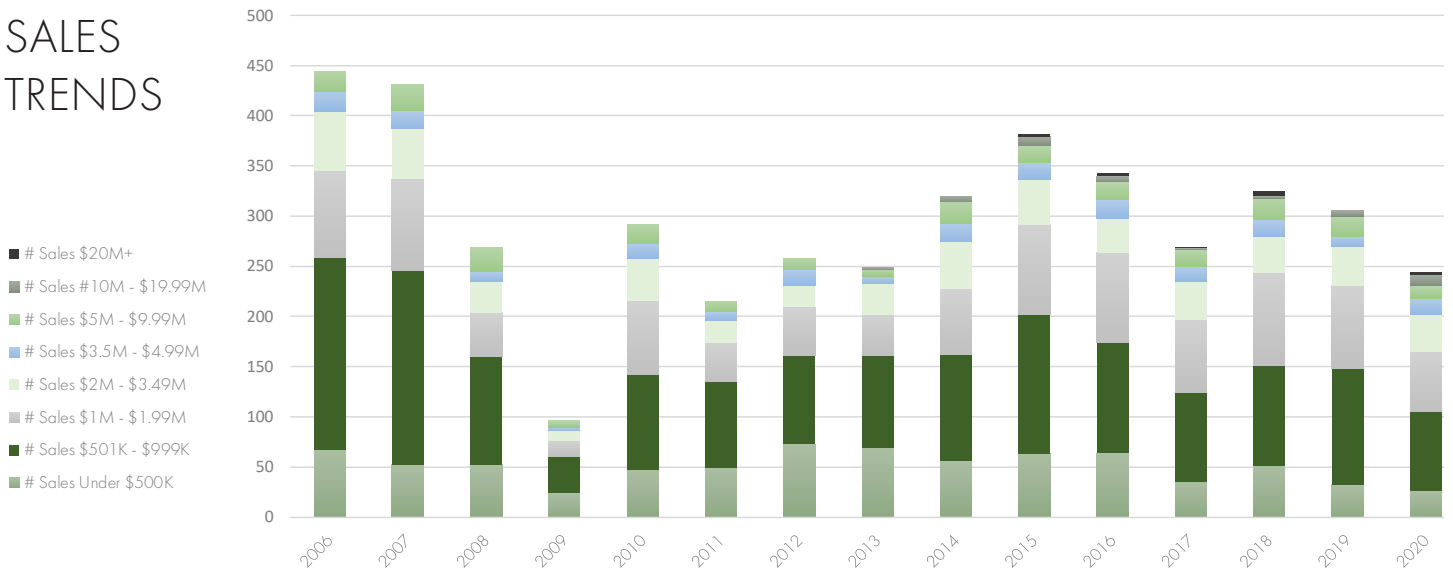
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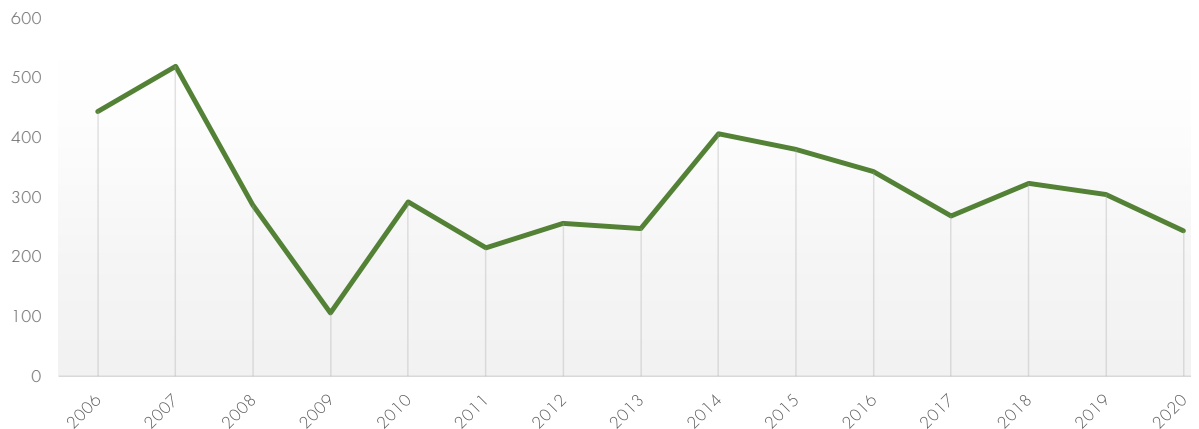
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME SALES



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# HAMPTONS 1Q 2020 HOME SALES REPORT



\$8,950,000  
Web# 345577

## THE END

"Montauk saw significant drops in Number of Home Sales (-35%) and Total Home Sales Volume (-53%). Though we expect the sun to shine again on our point very soon. Amagansett joined the ranks of Median Home Sales Price over \$3M with a \$3.5M Median Home Sales Price for the first 3 months of 2020 – a 38% increase from the same period in 2019"

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+
	1Q 2020	13	23,940,888	1,340,000	1	3	7	1	-	1	-	-
	CHANGE	-35%	-52.87%	-6.03%	-	-50%	-30%	-	-100%	-50%	-100%	-
	1Q 2019	20	50,794,499	1,426,000	-	6	10	-	1	2	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+
	1Q 2020	9	33,005,000	3,500,000	-	-	3	1	3	2	-	-
	CHANGE	-10%	+20.96%	+37.59%	-	-100%	+50%	-75%	+50%	+100%	-	-
	1Q 2019	10	27,285,000	2,543,750	-	1	2	4	2	1	-	-

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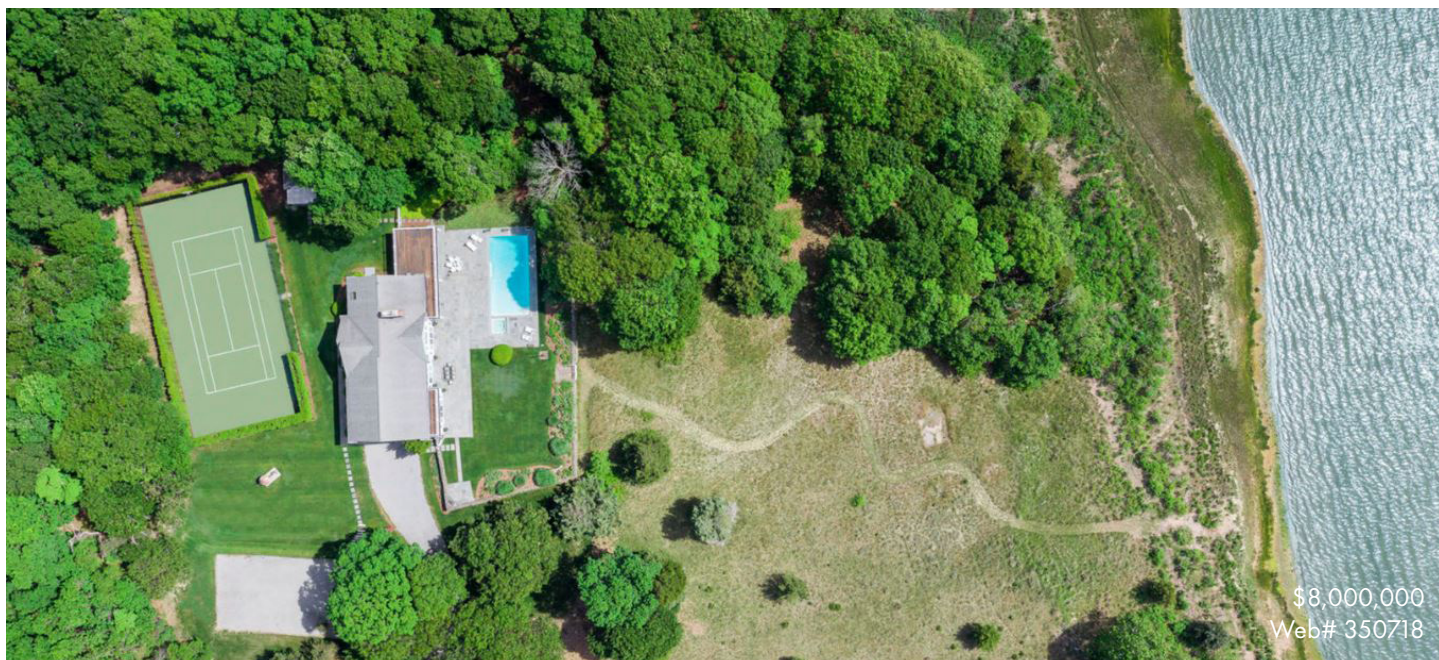
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# HAMPTONS 1Q 2020 HOME SALES REPORT



\$8,000,000  
Web# 350718

## EAST HAMPTON

"East Hampton Village, the third in the jewel trilogy, has a Median Home Sales Price of \$3,662,509 —impressive, but still 11% off 2019's \$4,115,000 for the 1st quarter"

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+
	1Q 2020	53	67,085,052	910,000	5	24	18	4	1	1	-	-
	CHANGE	-15%	-20.98%	-30.82%	+67%	+4%	-38%	-33%	-	-	-	-
	1Q 2019	62	84,900,475	1,315,443	3	23	29	6	-	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+
	1Q 2020	8	37,650,018	3,662,509	-	-	-	4	1	2	1	-
	CHANGE	-20%	-45.45%	-11.00%	-	-100%	-100%	+33%	-	-	-67%	-
	1Q 2019	10	69,015,000	4,115,000	-	1	1	3	-	2	3	-

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# HAMPTONS 1Q 2020 HOME SALES REPORT



\$11,900,000  
Web# 337973

## SOUTHAMPTON

"Southampton Village, on the other end of the spectrum, broke the sound barrier with a Median Home Sales Price of \$7M — a record for the Hamptons, and a 158% increase from 2019. Furthermore, the Number of Home Sales rose 38%, and Total Home Sales Volume rocketed 523% year over year, to a whopping \$143.2M — the highest of any South Fork hamlet in this report. Shifting our focus through the 8 different price categories and you see exponential increases in home sales \$10M and up. In fact, nearly 40% of all closings over \$10M occurred in Southampton Village including all 3 over \$20M."

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

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+
	1Q 2020	26	36,331,300	856,250	2	13	4	6	1	-	-	-
	CHANGE	-21%	+0.95%	+0.74%	-50%	-28%	-43%	+50%	-	-	-	-
	1Q 2019	33	35,988,682	850,000	4	18	7	4	-	-	-	-

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+
	1Q 2020	11	143,211,960	7,000,000	1	-	1	3	-	1	2	3
	CHANGE	+38%	+523.26%	+158.30%	-50%	-100%	-	-	-	-50%	-	-
	1Q 2019	8	22,978,000	2,710,000	2	1	-	3	-	2	-	-

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# HAMPTONS 1Q 2020 HOME SALES REPORT



\$19,000,000  
Web# 349461

## BRIDGE & SHELTER ISLAND

"Bridgehampton (which includes Water Mill and Sagaponack), one of our crown jewels, logged 5 of the 10 home sales \$10M-\$19.99M and a Median Home Sales Price of \$3.545M. Shelter Island had 36% fewer home sales yet the Total Home Sales Volume shot up 33% due to the \$10,178,500 sale of 44 Gardiners Bay Drive."

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+
	1Q 2020	23	128,785,690	3,545,000	-	1	5	5	3	4	5	-
	CHANGE	-23%	+8.84%	+18.43%	-	-75%	-29%	-17%	-40%	-43%	+400%	-
	1Q 2019	30	118,327,850	2,993,300	-	4	7	6	5	7	1	-
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+
	1Q 2020	7	16,932,500	819,000	-	4	1	1	-	-	1	-
	CHANGE	-36%	+33.15%	-8.90%	-100%	-20%	-67%	-	-100%	-	-	-
	1Q 2019	11	12,716,678	899,000	2	5	3	-	1	-	-	-

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## SAG HARBOR

"Eleven of the 12 markets monitored by Town & Country saw declines in the Number of Home Sales with the most statistical drop of -46% in Sag Harbor Village. Keeping in mind, the number of trades dropped from 13 to 7, year over year, thus the amount of closings are limited, which therefore yielded a deeper statistical change."

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+
	1Q 2020	21	48,846,992	1,250,000	-	7	9	2	-	2	1	-
	CHANGE	-9%	+14.38%	+6.38%	-100%	-22%	+13%	-33%	-	-	-	-
	1Q 2019	23	42,707,237	1,175,000	1	9	8	3	-	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+
	1Q 2020	7	13,371,679	1,675,000	-	2	2	2	1	-	-	-
	CHANGE	-46%	-34.52%	+15.52%	-100%	-50%	-50%	-50%	-	-	-	-
	1Q 2019	13	20,422,024	1,450,000	1	4	4	4	-	-	-	-

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## WEST OF THE CANAL

"In Westhampton, which includes which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue, the Median Home Sales Price rose 35% to \$1,206,780 thanks to a 400% increase in home sales \$3.5M-\$4.99M. Actually, there seems to be less available under a million dollars in that area. Hampton Bays, our gateway community, is experiencing more home sales at higher prices, even with Number of Home Sales dropping -10%."

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+
	1Q 2020	40	64,709,041	1,206,780	5	13	10	7	5	-	-
	CHANGE	-29%	-18.62%	+34.65%	-17%	-55%	-9%	+17%	+400%	-100%	-
	1Q 2019	56	79,515,473	896,230	6	29	11	6	1	3	-

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+
	1Q 2020	26	18,387,277	512,500	12	12	-	1	1	-	-
	CHANGE	-10%	+8.79%	+0.49%	-8%	-20%	-100%	-	-	-	-
	1Q 2019	29	16,901,116	510,000	13	15	1	-	-	-	-

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