

HAMPTONS 2Q 2020 HOME SALES REPORT

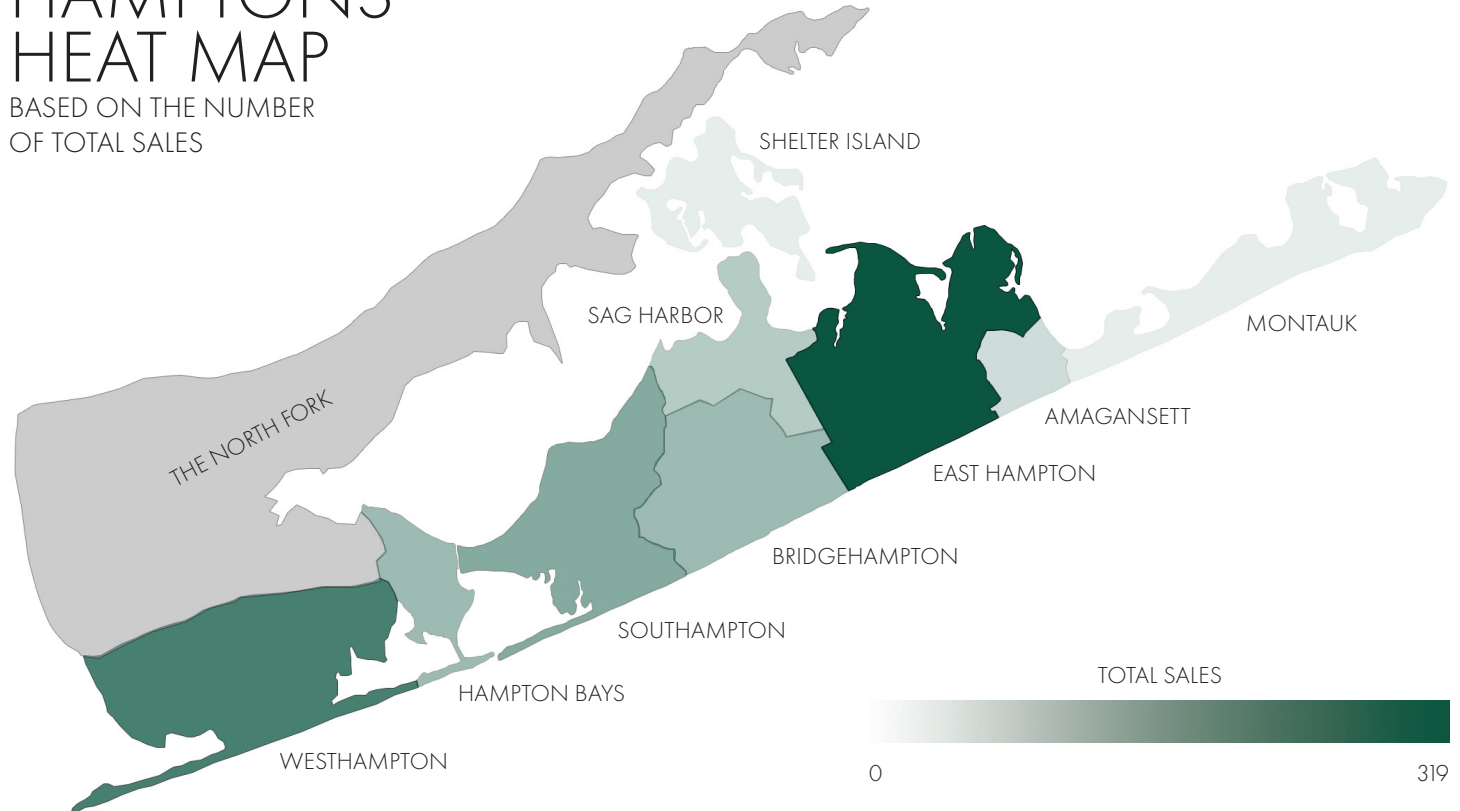
"Considering we were locked down due to COVID-19 during most of the 2nd Quarter, the statistics show the resilience of the Hamptons Home Sales Market! Looking at All Hamptons Markets Combined and you can see the number of sales year-to-year are on par but the Median Home Sales Price increased by 26% to \$1,325,000 in 2020 from \$1,050,000 in 2019. This 2nd Quarter demonstrates a slight uptick, particularly at sales over \$1M — watching closely the existing activity and I can say with confidence the 3rd Quarter Home Sales Report will be even better. Stay healthy, stay safe."

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+
	2Q 2020	319	775,443,510	1,325,000	24	102	94	53	18	16	8	4
	CHANGE	-3%	+10.79%	+26.19%	-29%	-19%	+25%	+33%	-33%	-16%	+14%	+100%
	2Q 2019	330	699,940,590	1,050,000	34	126	75	40	27	19	7	2

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



To view all reports visit: <https://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.)



EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

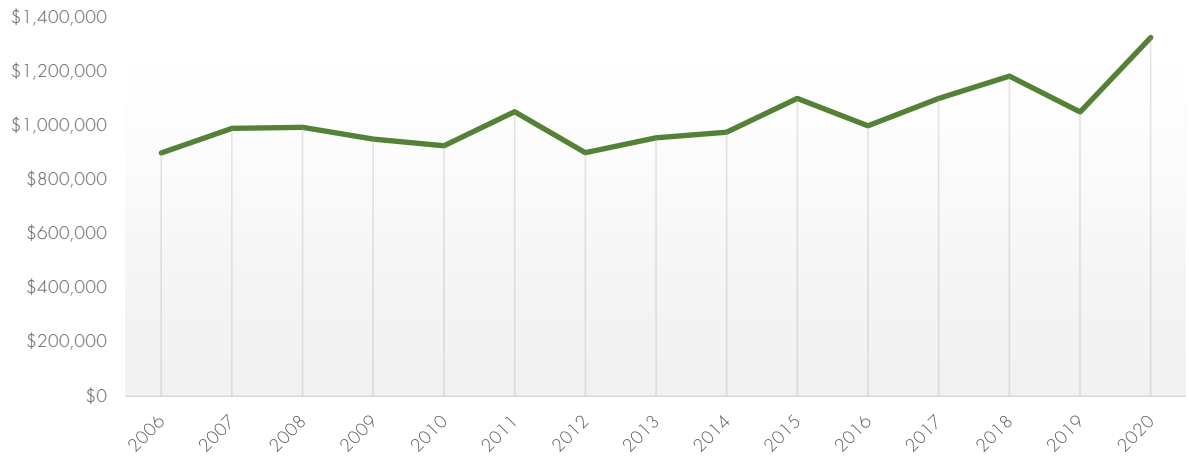
MATTITUCK

GREENPORT

TOWNANDCOUNTRYHAMPTONS.COM

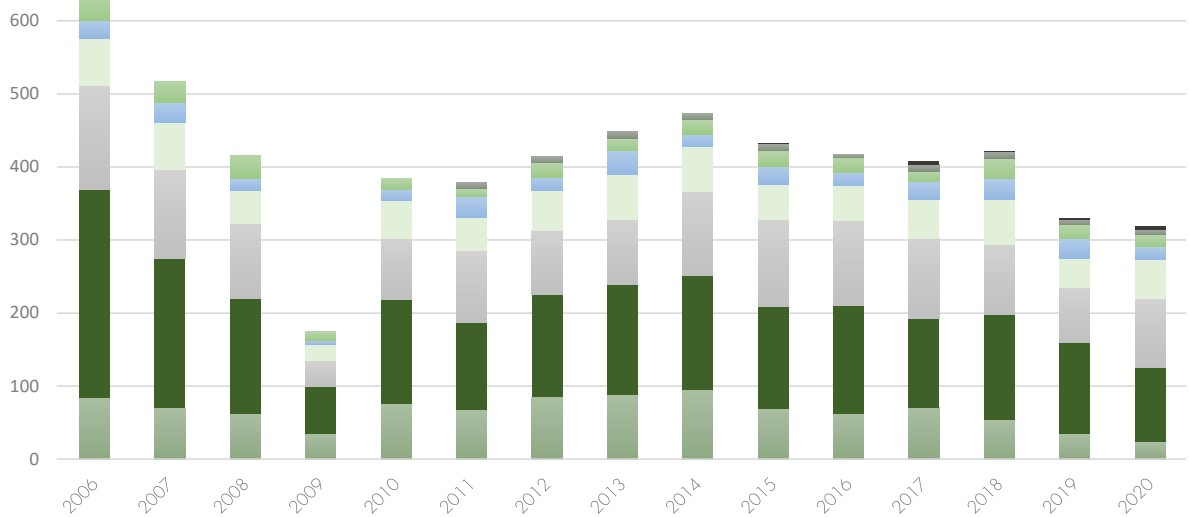
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MEDIAN HOME SALES PRICE

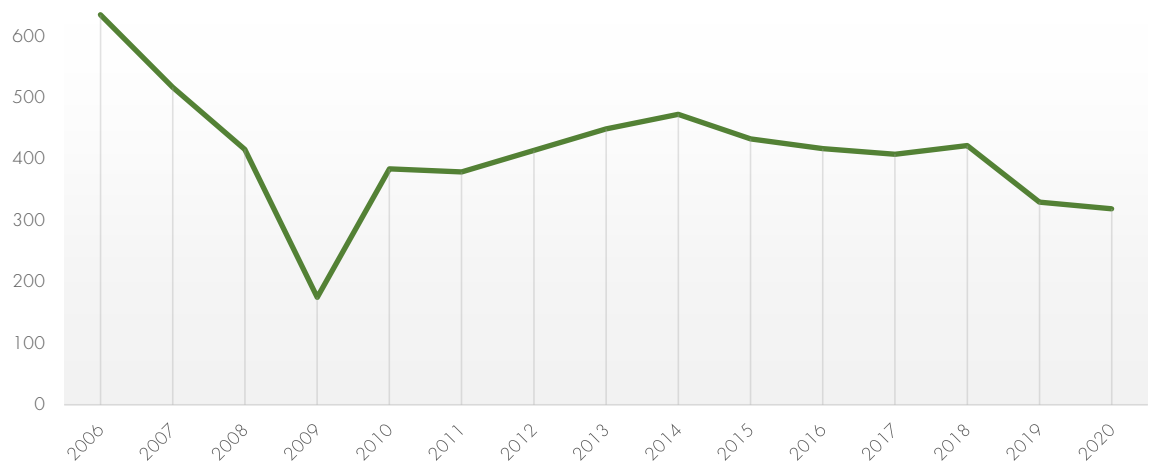


SALES TRENDS

- # Sales \$20M+
- # Sales \$10M - \$19.99M
- # Sales \$5M - \$9.99M
- # Sales \$3.5M - \$4.99M
- # Sales \$2M - \$3.49M
- # Sales \$1M - \$1.99M
- # Sales \$501K - \$999K
- # Sales Under \$500K



TOTAL # OF HOME SALES



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THE END

"On the other end of the spectrum, Montauk took longer to thaw out. Year-over-year the Number of Home Sales sank 55% to only 9 for the entire second quarter and a Total Home Sales Volume drop of -39%. Amagansett closed a \$21,000,000 home sale on the beach at 189 Marine Blvd — a new high-water mark for the Dunes."

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+
	2Q 2020	9	16,730,000	1,055,000	-	4	2	1	2	-	-	-
	CHANGE	-55%	-39.34%	-4.09%	-	-56%	-78%	-	+100%	-	-	-
	2Q 2019	20	27,578,927	1,100,000	-	9	9	1	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+
	2Q 2020	10	42,330,000	1,925,000	-	-	5	2	1	1	-	1
	CHANGE	-29%	-8.98%	-38.40%	-	-100%	+25%	+100%	-75%	-67%	-	-
	2Q 2019	14	46,505,500	3,125,000	-	2	4	1	4	3	-	-

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EAST HAMPTON

"East Hampton Village takes the crown for the highest Median Home Sales Price at \$5,150,000 and the most expensive home sale for the second three months of the year - #32 Windmill Lane for \$37,000,000. The increased activity on the high end (over \$5M) resulted in a spike in Total Home Sales Volume of +195%! East Hampton Area (which includes Wainscott) logged the greatest Number of Home Sales for the second quarter 2020 with 74 homes trading hands."

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+
	2Q 2020	74	117,529,875	1,222,500	-	28	29	13	3	1	-	-
	CHANGE	+17%	+1.83%	+14.86%	-100%	-	+61%	+44%	+50%	-67%	-100%	-
	2Q 2019	63	115,419,521	1,064,376	2	28	18	9	2	3	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+
	2Q 2020	10	84,500,000	5,150,000	-	1	2	1	1	3	1	1
	CHANGE	+25%	+194.49%	+24.10%	-	-	-	-	-67%	+50%	-	-
	2Q 2019	8	28,694,000	4,150,000	-	1	2	-	3	2	-	-

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\$11,900,000
Web# 839212

SOUTHAMPTON

"Southampton Area (which includes North Sea) ticked up the Median Home Sales Price by 21% from \$844,100 to \$1,024,000, 2019 to 2020 respectively. Southampton Village had the second highest Median Home Sales Price at \$3,825,000 — a 7.75% increase year-over-year 2019 to 2020."

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+
	2Q 2020	30	36,086,500	1,024,000	3	12	10	5	-	-	-	-
	CHANGE	+11%	-22.46%	+21.31%	+50%	-14%	+233%	+25%	-100%	-100%	-	-
	2Q 2019	27	46,536,576	844,100	2	14	3	4	3	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+
	2Q 2020	14	109,290,000	3,825,000	-	1	1	5	2	1	3	1
	CHANGE	-7%	+44.39%	+7.75%	-	-	-	-	-33%	-50%	-	-
	2Q 2019	15	75,691,500	3,550,000	-	1	1	5	3	2	3	-

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\$19,000,000
Web# 861569

BRIDGE & SHELTER ISLAND

"Shelter Island had 9 sales in the second quarter of 2020 with a Median Home Sales Price of \$1,250,000. Bridgehampton (which includes Water Mill and Sagaponack), one of our crown jewels, held the Median Home Sales price steady at \$2,950,000 in 2020 from \$2,900,000 in 2019."

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+
	2Q 2020	33	132,527,000	2,950,000	-	4	8	9	5	5	1	1
	CHANGE	-6%	-23.54%	+1.72%	-100%	+300%	-20%	+29%	-	-29%	-50%	-50%
	2Q 2019	35	173,321,649	2,900,000	1	1	10	7	5	7	2	2
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+
	2Q 2020	9	14,357,500	1,250,000	-	4	2	3	-	-	-	-
	CHANGE	-18%	-30.76%	+26.26%	-	-33%	-	+200%	-100%	-100%	-	-
	2Q 2019	11	20,737,000	990,000	-	6	2	1	1	1	-	-

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\$4,300,000
Web# 87878

SAG HARBOR

"Sag Harbor Area (which includes Noyack and North Haven) enjoyed a nice 'sail' of home sales over \$3M, which popped the Median Home Sales Price up 52.5% to \$1,475,000. In Sag Harbor Village, the Median Home Sales Price was \$2,424,795 — nearly 39% greater than last year. But, the Number of Home Sales tanked -60%."

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+
	2Q 2020	25	62,644,195	1,475,000	-	5	10	5	2	2	1	-
	CHANGE	+4%	+41.54%	+52.45%	-100%	-50%	+43%	+150%	+100%	-	-	-
	2Q 2019	24	44,259,000	967,500	3	10	7	2	1	-	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+
	2Q 2020	6	13,609,585	2,424,795	-	1	1	3	1	-	-	-
	CHANGE	-60%	-57.65%	+38.56%	-	-67%	-80%	-40%	-50%	-	-	-
	2Q 2019	15	32,137,500	1,750,000	-	3	5	5	2	-	-	-

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HAMPTONS 2Q 2020 HOME SALES REPORT



WEST OF THE CANAL

"Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) saw the greatest statistical increase of 32% in the Number of Home Sales of all the 12 markets monitored by Town & Country Real Estate."

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+
	2Q 2020	62	119,674,856	1,022,500	10	21	19	6	1	3	2	-
	CHANGE	+32%	+97.24%	+6.07%	+150%	-9%	+46%	+20%	-50%	-	-	-
	2Q 2019	47	60,674,028	964,000	4	23	13	5	2	-	-	-

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+
	2Q 2020	37	26,163,999	600,000	11	21	5	-	-	-	-	-
	CHANGE	-27%	-7.83%	+16.50%	-50%	-25%	+400%	-	-	-	-	-
	2Q 2019	51	28,385,389	515,000	22	28	1	-	-	-	-	-

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