

HAMPTONS 3Q 2020 HOME SALES REPORT

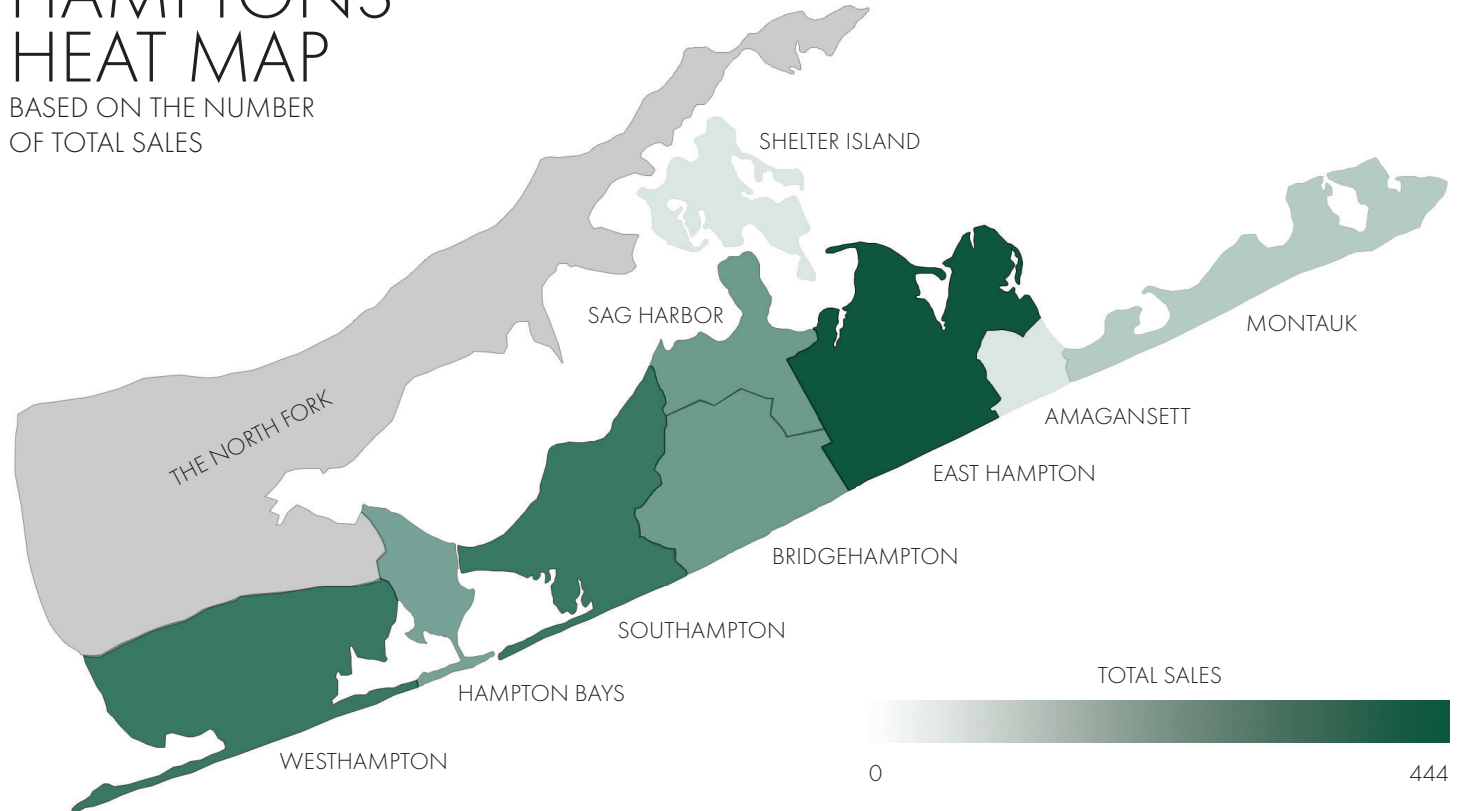
"The Summer of 2020 will go down in the Hamptons Real Estate Books! Looking at All Hamptons Markets Combined delineates the power of the market with the Total Home Sales Volume doubled to \$971.5M from \$481M and a 52% jump in the Number of Home Sales. The \$5-\$9.99M price category realized the greatest statistical increase of a huge 333%. Four of the Hamptons markets monitored by Town & Country closed over twice as many homes this year compared with last: Southampton Village, Amagansett, Bridgehampton (which includes Water Mill and Sagaponack) and Montauk. The spring was a rental feeding frenzy, which later segued into a hot sales market. This 3rd Quarter Home Sales Report reflects just the beginning of the ascent, due to the time it takes from O & A to contract signing to closing to recording — which is 60-90 days. The only report better than this one will be next quarter!"

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 2020	444	971,495,261	1,275,000	20	151	134	75	28	26	7	3
	CHANGE	+52%	+102.03%	+23.64%	-29%	+30%	+61%	+70%	+180%	+333%	+75%	+200%
	3Q 2019	292	480,871,862	1,031,250	28	116	83	44	10	6	4	1

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



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

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

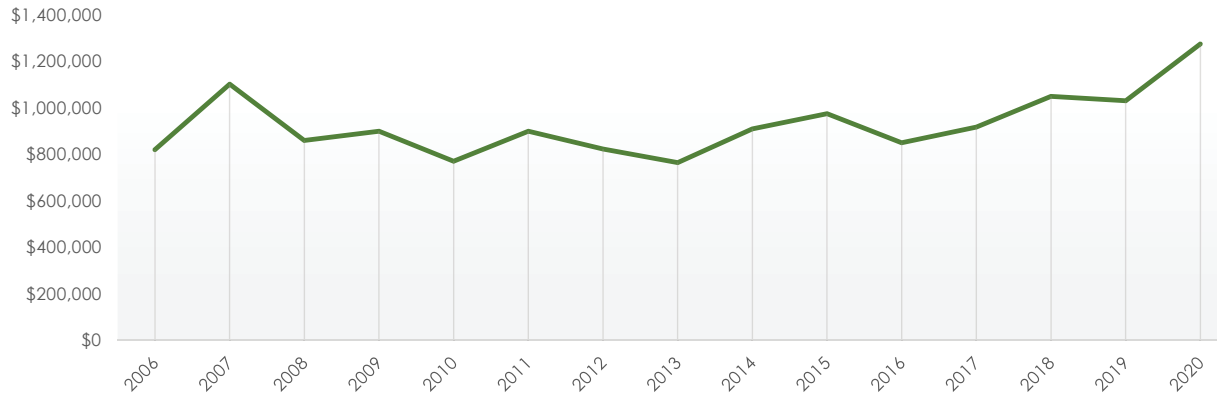
MATTITUCK

GREENPORT

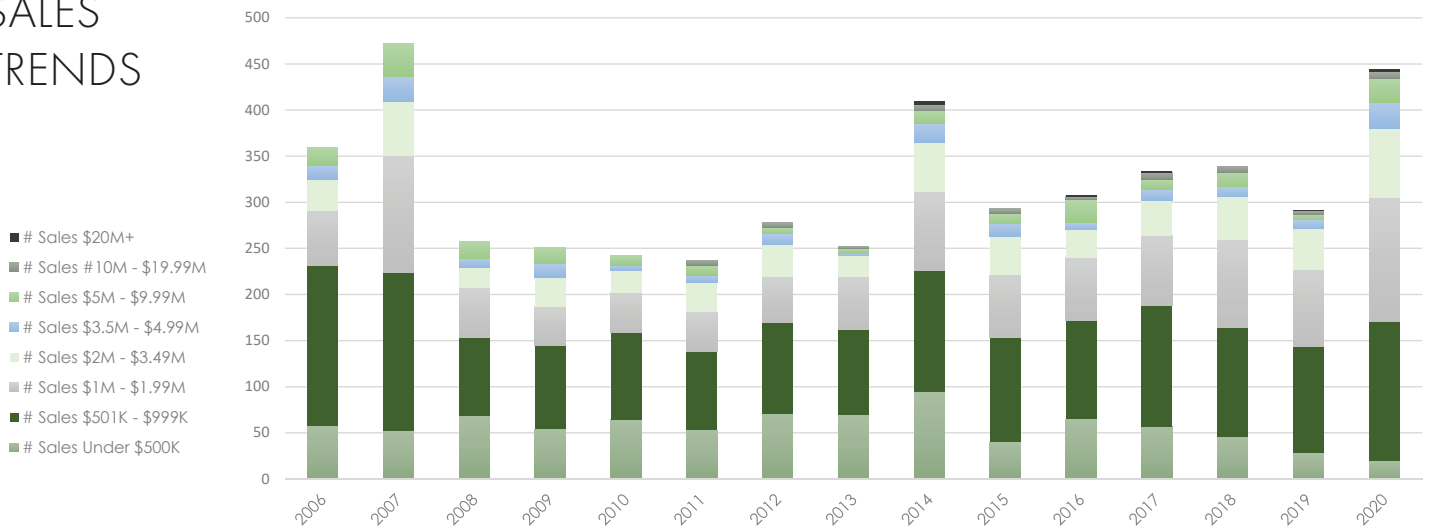
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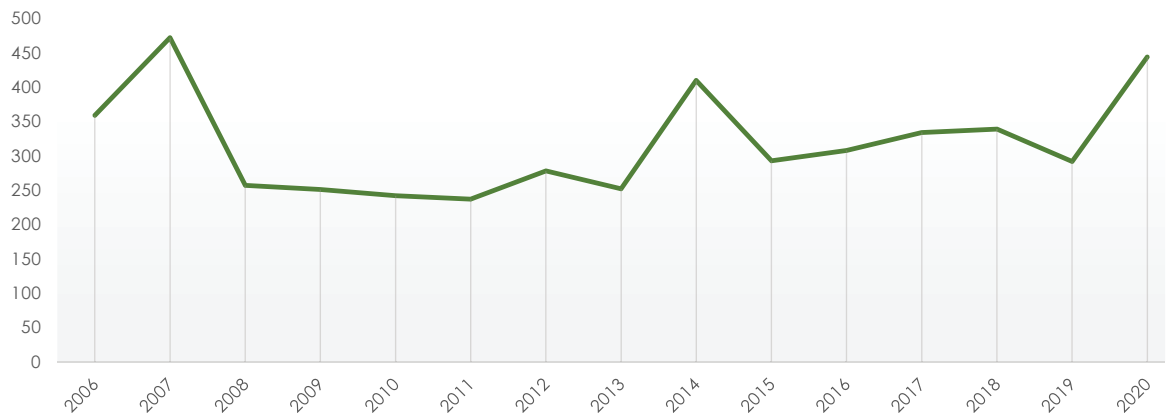
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

"Montauk remains under high demand with more than twice the number of Home Sales year-over-year. There were 12 in 2019 and 26 in 2020 for the third quarter. Amagansett cleared 129% increase in the Number of Homes Sales year over year, the greatest statistical increase for this quarter, as well as a 63% leap in Median Home Sales Price from \$1.5M in 2019 to \$2.45 in 2020. Looks like our beautiful, quaint hamlet of Amagansett is on people's radar."

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 2020	26	46,943,250	1,275,000	1	6	14	2	1	2	-	-
	CHANGE	+117%	+76.22%	-15.00%	-	+50%	+367%	-50%	-	-	-100%	-
	3Q 2019	12	26,639,000	1,500,000	-	4	3	4	-	-	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 2020	16	47,207,500	2,450,000	-	2	4	6	2	2	-	-
	CHANGE	+129%	+74.84%	+63.33%	-	-	+100%	-	+100%	+100%	-100%	-
	3Q 2019	7	27,000,000	1,500,000	-	2	2	-	1	1	1	-

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HAMPTONS 3Q 2020 HOME SALES REPORT



\$2,995,000
Web# 870100

EAST HAMPTON

"East Hampton area (which includes Wainscott) closed the most homes in the 3rd Quarter 2020 with 95. East Hampton Village was the only market to close less home sales (-22) year over year, and saw the largest drop in Median Home Sales Price of (-30%). But don't write off this crown jewel just yet, the year isn't over."

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 2020	95	140,929,476	1,115,000	2	41	36	11	2	3	-	-
	CHANGE	+51%	+6791%	+12.97%	-33%	+32%	+57%	+175%	-	+200%	-100%	-
	3Q 2019	63	83,929,337	987,000	3	31	23	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+
	3Q 2020	7	46,065,000	2,100,000	-	1	2	1	1	-	1	1
	CHANGE	-22%	+10.57%	-30.00%	-	-	+100%	-80%	-	-	-	-
	3Q 2019	9	41,660,000	3,000,000	-	1	1	5	1	-	-	1

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HAMPTONS 3Q 2020 HOME SALES REPORT



\$2,625,000
Web# 85906

SOUTHAMPTON

"The Southampton Area, which includes North Sea, had big increases in the \$1M-\$1.99M (+56%) and \$2M-\$3.49M (+50%) segments demonstrating a rise in higher priced sales. Southampton Village posted an incredible 262% increase in Total Home Sales Volume from \$22.8M in 2019 to \$82.6M in 2020 for the quarter."

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+
	3Q 2020	48	78,922,000	1,162,500	-	21	14	12	-	1	-	-
	CHANGE	+30%	+48.60%	+16.37%	-100%	+17%	+56%	+50%	-100%	-	-	-
	3Q 2019	37	53,111,646	999,000	1	18	9	8	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 2020	27	82,643,780	2,437,500	-	2	7	6	9	3	-	-
	CHANGE	+125%	+262.16%	+45.52%	-	-33%	+75%	+20%	-	-	-	-
	3Q 2019	12	22,820,000	1,675,000	-	3	4	5	-	-	-	-

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\$14,500,000
Web# 67900

BRIDGE & SHELTER ISLAND

"Shelter Island shone like a beacon with nearly twice the number of dollars changing hands (+95%). 12 out of the 12 markets monitored by Town & Country all realized gains in the Total Home Sales Volume with a whopping \$252M+ closed home sales in Bridgehampton (which includes Water Mill and Sagaponack). Bridgehampton (which includes Water Mill and Sagaponack) also scored the highest Median Home Sales Price of \$3.25M — impressive stat!"

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 2020	47	252,020,000	3,250,000	-	-	10	16	7	7	5	2
	CHANGE	+104%	+243.83%	+54.76%	-	-100%	+43%	+167%	+250%	+133%	+400%	-
	3Q 2019	23	73,297,750	2,100,000	-	4	7	6	2	3	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+
	3Q 2020	15	26,576,116	1,025,000	-	7	4	3	-	1	-	-
	CHANGE	+36%	+95.12%	+32.26%	-100%	+40%	-	-	-100%	-	-	-
	3Q 2019	11	13,620,500	775,000	1	5	4	-	1	-	-	-

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SAG HARBOR

"The Sag Harbor Area, which includes Noyack and North Haven, saw a dip in the Median Home Sales Price from \$1.39M in 2019 to \$1.162. However, we saw increases in the number of Home Sales and Total Home Sales Volume of +13% and +20% respectively."

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 2020	26	47,741,500	1,162,500	3	8	7	4	3	1	-	-
	CHANGE	+13%	+19.86%	-16.37%	+50%	-	+17%	-20%	+200%	-	-	-
	3Q 2019	23	39,832,058	1,390,000	2	8	6	5	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+
	3Q 2020	20	42,239,999	1,765,000	-	5	6	6	2	1	-	-
	CHANGE	+82%	+122.14%	+6.97%	-	+400%	-	+50%	-	-	-	-
	3Q 2019	11	19,015,390	1,650,000	-	1	6	4	-	-	-	-

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\$3,539,000
Web# 832967

WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, had a great 3Q in closings with 44% more year-over-year resulting in more than double the Total Home Sales Volume (+112%). Total Homes Sales Volume in Hampton Bays leapt +64% in 3Q as well as a +31% increase in the Number of Homes Sold."

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+
	3Q 2020	75	129,512,640	1,112,500	4	29	28	8	-	5	1	-
	CHANGE	+44%	+111.52%	+18.04%	-56%	+32%	+87%	+167%	-100%	-	-	-
	3Q 2019	52	61,228,481	942,500	9	22	15	3	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+
	3Q 2020	42	30,694,000	614,500	10	29	2	-	1	-	-	-
	CHANGE	+31%	+63.98%	+14.06%	-17%	+71%	-33%	-	-	-	-	-
	3Q 2019	32	18,717,700	538,750	12	17	3	-	-	-	-	-

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