

HAMPTONS 4Q 2020 HOME SALES REPORT

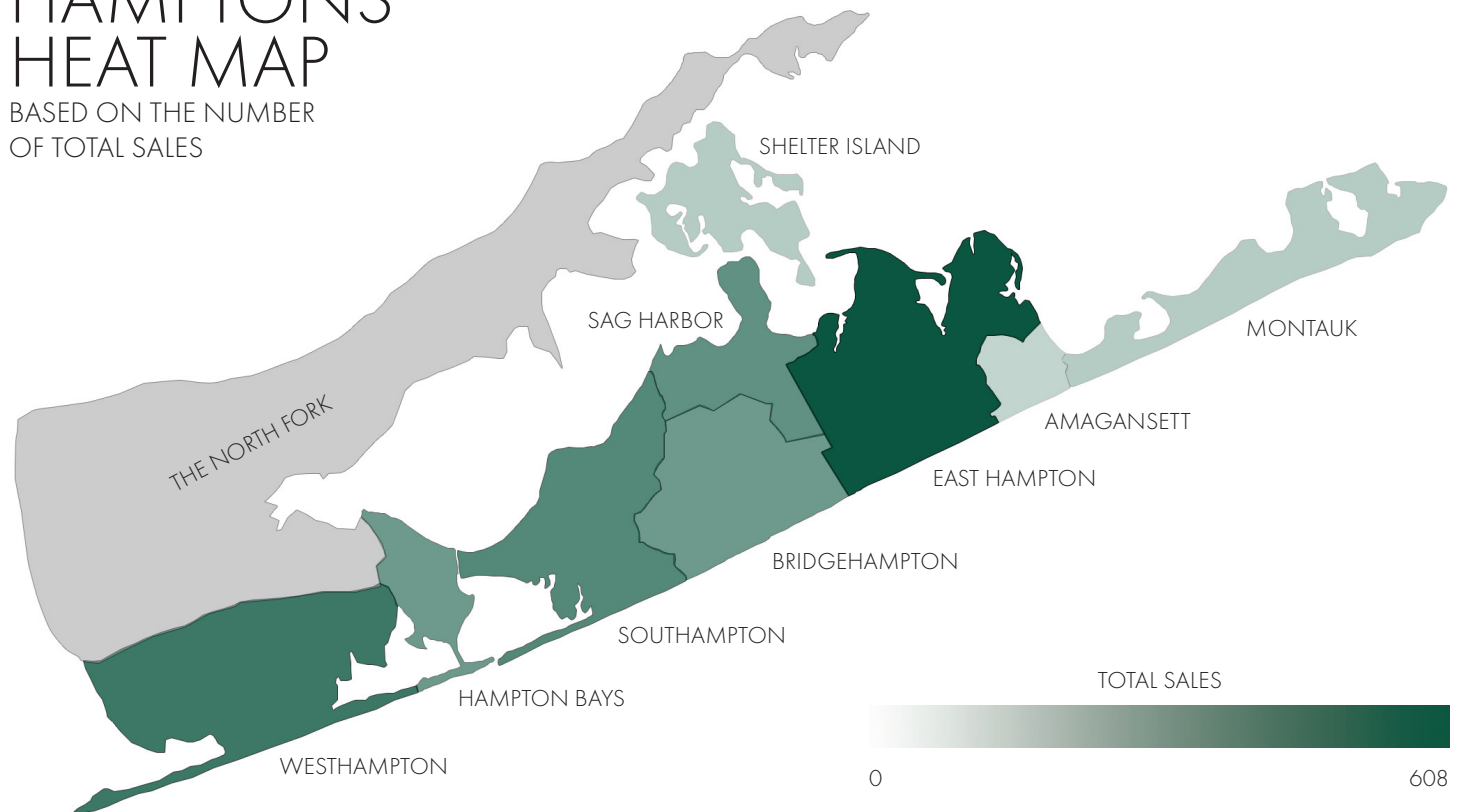
"The final three months of 2020 closed out the year shattering several records. The last time our Hamptons markets experienced such activity was 2014... and 2007 before that. Most of this activity was due to what I refer to as the 'Covid Kick-up'. The migration of urban dwellers to the country -- north, south, west, and of course, to us in the east. 4th Quarter 2014 there were 492 Number of Home Sales, \$1,284,226,683 in Total Home Sales Volume and a Median Home Sales Price of \$1,115,500 -- all were records at the time. Looking at All Hampton Markets Combined 4th Quarter 2020 and the totals are staggering. 608 Number of Home Sales, \$1,524,549,746 in Total Home Sales Volume and a Median Home Sale Price of \$1,550,000. Though, the powerful market of 2014 closed 11 Total Home Sales over \$20M in 4th Quarter and 4th Quarter for 2020 there were 3. I have always said, I believe new high watermarks are being set every 7 years... which would result in 2021 as the next one!"

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 2020	608	1,524,549,746	1,550,000	27	158	202	117	52	35	14	3
	CHANGE	+145%	+147.90%	+16.98%	+42%	+86%	+193%	+234%	+247%	+150%	+75%	-
	4Q 2019	248	614,997,036	1,325,000	19	85	69	35	15	14	8	3

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

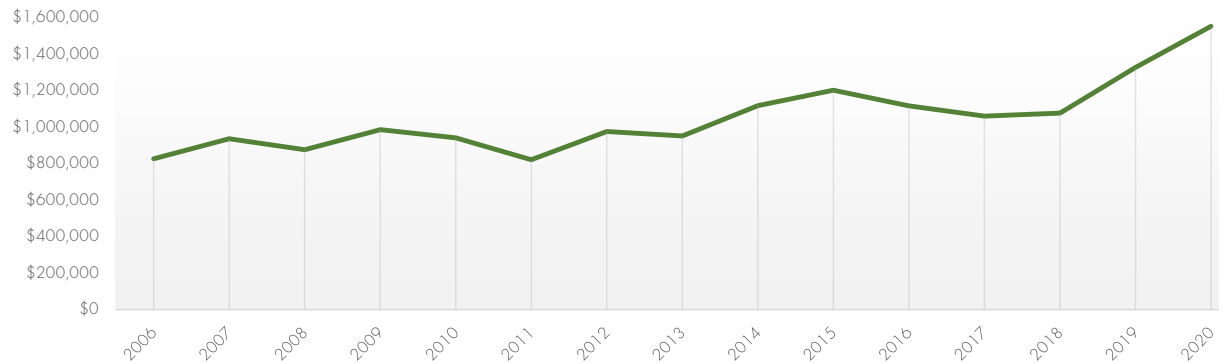
MATTITUCK

GREENPORT

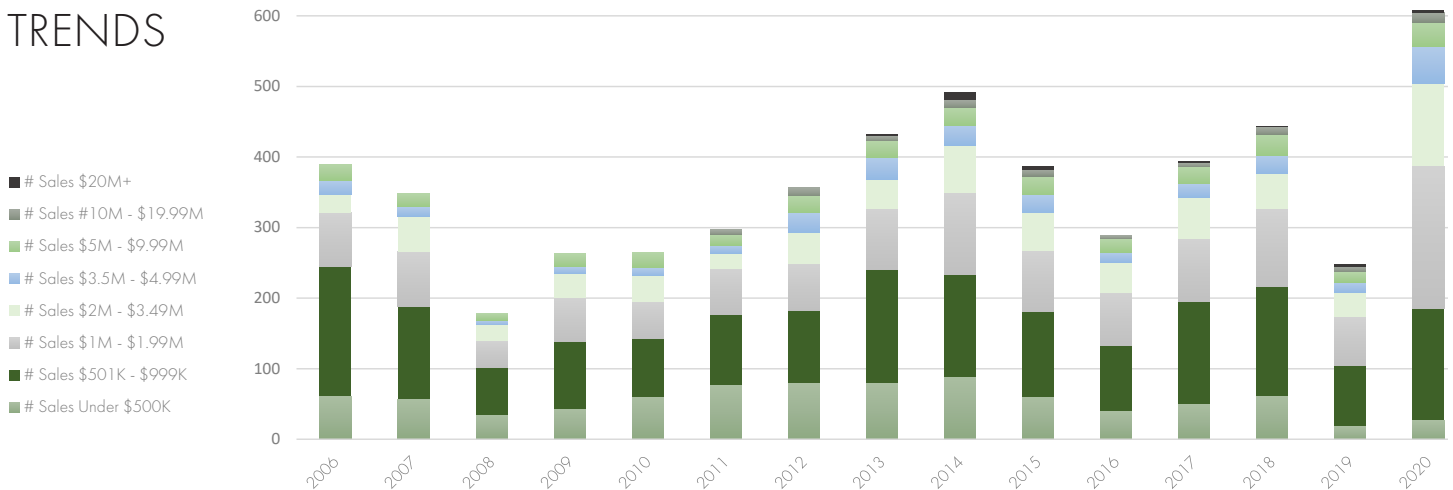
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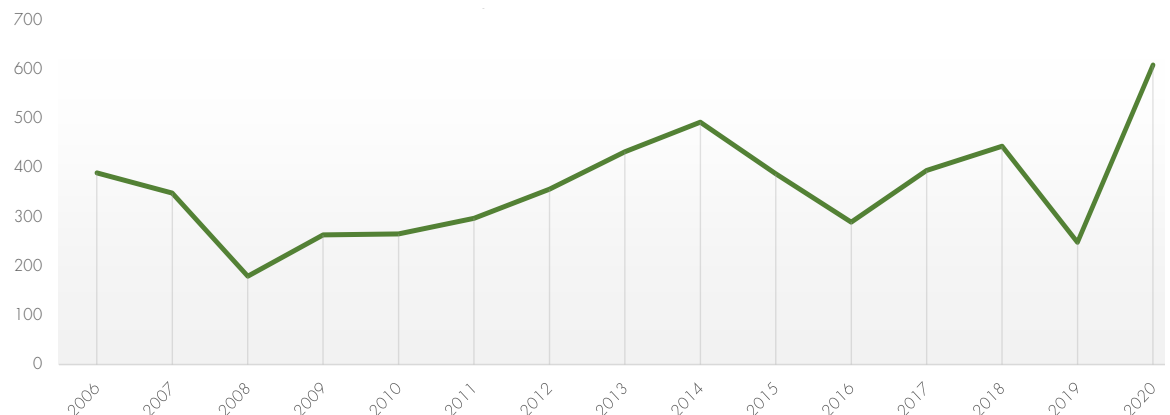
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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HAMPTONS 4Q 2020 HOME SALES REPORT



\$5,250,000
Web# 872927

THE END

"Montauk had a great 4th Quarter for home sales with significant increases in all three criteria monitored by Town & Country and each price range. Amagansett saw the greatest statistical increase of +314%, but statistics need to be examined closely. In this case 4th Quarter 2019 there were only a meager 7 Home Sales but in the 4th Quarter 2020 there were 29, resulting in the +314%."

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 2020	33	69,082,000	1,600,000	-	8	12	9	3	-	1	-
	CHANGE	+175%	+85.41%	+2.40%	-	+167%	+200%	+350%	+50%	-	-	-
	4Q 2019	12	37,260,000	1,562,500	-	3	4	2	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+
	4Q 2020	29	94,259,505	3,005,005	-	1	8	10	4	6	-	-
	CHANGE	+314%	+352.33%	-12.90%	-	-	+167%	+900%	+33%	-	-	-
	4Q 2019	7	20,838,763	3,450,000	-	-	3	1	3	-	-	-

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EAST HAMPTON

BRIDGEHAMPTON

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MONTAUK

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HAMPTONS 4Q 2020 HOME SALES REPORT



\$4,195,000
Web# 874000

EAST HAMPTON

"All 12 markets monitored by Town & Country experienced dramatic increases in the Total Number of Home Sales. Comparing this report to the 2014 Town & Country 4th Quarter Home Sales Report and you can clearly see where the new high water marks were set. The East Hampton Area (which includes Wainscott) saw a high mark of 118 closed Home Sales (+174% year over year). East Hampton Village closed one of the most expensive sales of 2020 — #15 West Dune Rd."

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+
	4Q 2020	118	190,820,453	1,390,000	5	36	49	23	2	3	-	-
	CHANGE	+174%	+275.96%	+42.56%	+25%	+89%	+188%	+667%	-	-	-	-
	4Q 2019	43	50,755,978	975,000	4	19	17	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 2020	24	164,335,925	3,297,500	-	1	3	9	4	3	3	1
	CHANGE	+200%	+206.02%	-28.70%	-	-	+200%	+800%	+300%	-	-	-
	4Q 2019	8	53,701,425	4,625,000	-	1	1	1	1	3	-	1

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HAMPTONS 4Q 2020 HOME SALES REPORT



\$4,699,999
Web# 874020

SOUTHAMPTON

"Southampton Village logged the highest Median Home Sales Price at \$3.975M. Year over year, that was just a 3% increase from 4th Quarter 2019 when Southampton Village was top town as well. Southampton Village closed almost half of the Total Home Sales in the \$10M-19.99M category and one third of the Total Home Sales in the \$20M and up. Southampton Area (which includes North Sea) experienced an increase of 217% in the price category of \$1M-1.99. for a total of 19 home sales in 4th Quarter 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+
	4Q 2020	59	92,265,975	1,150,000	3	23	19	8	5	1	-	-
	CHANGE	+146%	+108.60%	-34.66%	-	+130%	+217%	+60%	+150%	-	-	-
	4Q 2019	24	44,231,827	1,760,000	-	10	6	5	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+
	4Q 2020	29	193,840,000	3,975,000	-	-	6	5	8	3	6	1
	CHANGE	+61%	+55.96%	+3.25%	-100%	-100%	+100%	+150%	+300%	-40%	+500%	-50%
	4Q 2019	18	124,288,000	3,850,000	1	2	3	2	2	5	1	2

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BRIDGE & SHELTER ISLAND

"Bridgehampton (which includes Water Mill and Sagaponack) topped the heap on Total Home Sales Volume with \$266,574,115 in closed receipts for 4th Quarter 2020. A nice kicker for this hamlet was thanks to the \$50M sale of 187 Dune Road, Bridgehampton. Shelter Island closed 33 Total Home Sales which was a 154% increase year over year. But the big Island news is the Total Home Sales Volume which shot up +352% from \$15,341,300 Q4 2019 to \$69,327,500 in 2020."

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 2020	53	266,574,115	3,250,000	-	3	14	13	7	12	3	1
	CHANGE	+47%	+62.71%	+20.11%	-	-25%	+56%	+30%	+75%	+300%	-50%	-
	4Q 2019	36	163,831,473	2,705,800	-	4	9	10	4	3	6	-

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 2020	33	69,327,500	1,482,000	-	10	12	6	3	2	-	-
	CHANGE	+154%	+351.90%	+31.73%	-	+67%	+100%	+500%	-	-	-	-
	4Q 2019	13	15,341,300	1,125,000	-	6	6	1	-	-	-	-

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HAMPTONS 4Q 2020 HOME SALES REPORT



\$1,854,000
Web# 89697

SAG HARBOR

"Sag Harbor Area experienced a very impressive increase in all four criteria monitored by Town & Country with +238% in Number of Home Sales, +288% in Total Home Sales Volume and a Median Home Sale Price increase of 40%. While Sag Harbor Village had twice the Number of Home Sales and 61.4% increase in Total Home Sales Volume, the Median Home Sale Price dropped 32% to \$1,537,000 from \$2,260,000 Q4 2019. Clearly prices in Sag Harbor Village have not gone down, but there was a shift in closings that moved the needle."

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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 2020	44	94,190,740	1,625,000	1	11	17	10	4	-	1	-
	CHANGE	+238%	+288.84%	+40.09%	-	+83%	+240%	+900%	-	-100%	-	-
	4Q 2019	13	24,223,488	1,160,000	-	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+
	4Q 2020	12	28,959,000	1,537,000	-	1	7	2	1	1	-	-
	CHANGE	+100%	+61.42%	-31.99%	-	-	-	-33%	-	-	-	-
	4Q 2019	6	17,940,000	2,260,000	-	1	-	3	1	1	-	-

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WEST OF THE CANAL

"Westhampton (which Includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) closed over 400% more Total Home Sales Volume Q4 2020 compared with the same period 2019 which resulted in the greatest increase in Median Home Sales Price of all 12 markets monitored by Town & Country, +89% year over year. Looking across the chart you will see in 2020 there were 11 Total Home Sales in the \$3.5-\$4.99M category and 4 in the \$5M to \$9.99M category yet in 2019 there were no sales \$3.5M and up. Hampton Bays nearly doubled the amount of Total Home Sales year over year and the Total Home Sales Volume jumped +132%."

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

WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUIOGUE	# 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 2020	118	215,754,883	1,512,500	6	30	47	20	11	4	-
	CHANGE	+203%	+400.25%	+89.06%	+50%	+76%	+262%	+300%	-	-	-
	4Q 2019	39	43,129,500	800,000	4	17	13	5	-	-	-

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 2020	56	45,139,650	680,000	12	34	8	2	-	-	-
	CHANGE	+93%	+132.02%	+13.33%	+20%	+113%	+300%	+100%	-	-	-
	4Q 2019	29	19,455,282	600,000	10	16	2	1	-	-	-

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